

THE NATIONAL

AUGUST 26, 1950

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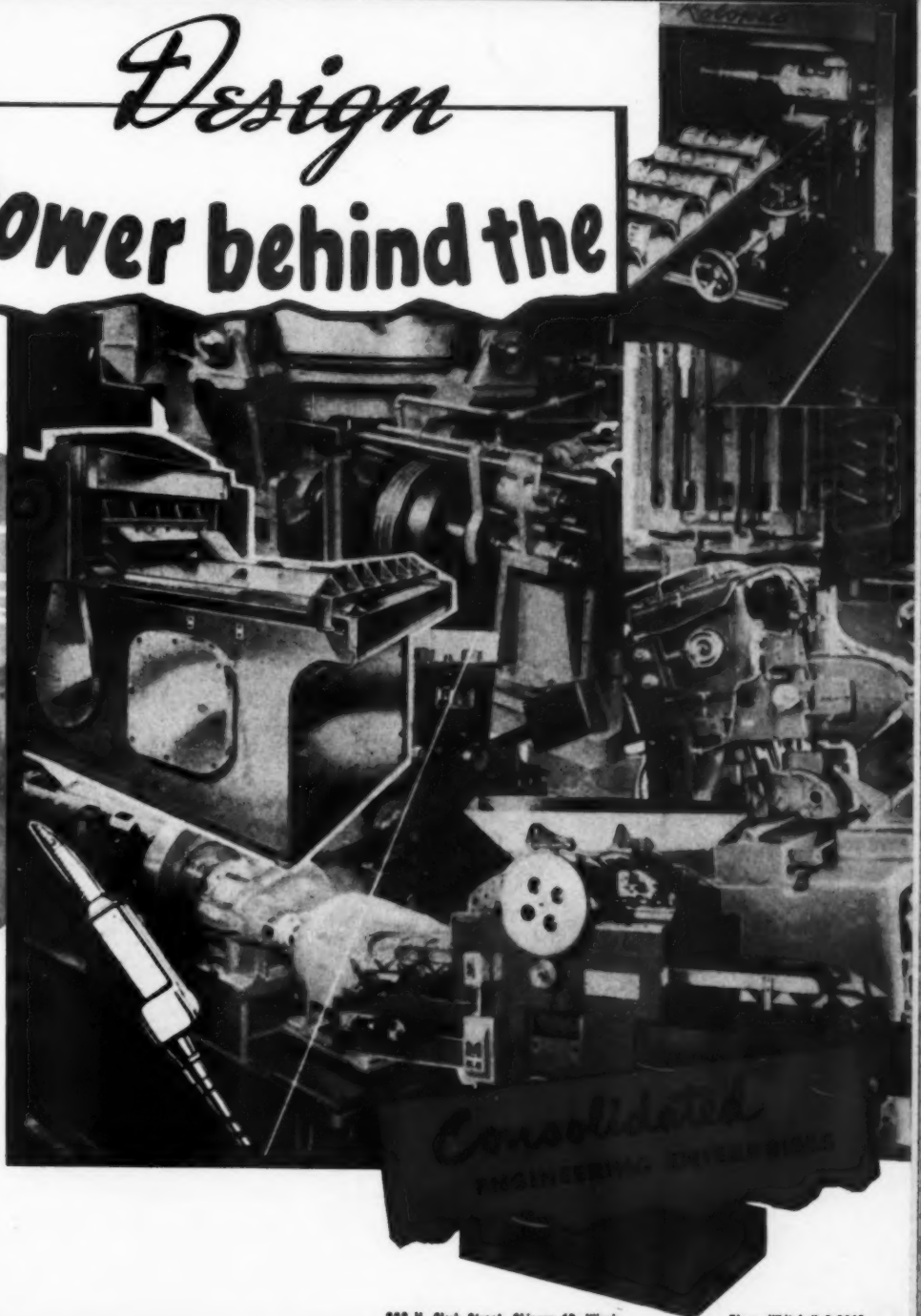
Provisioner

Leading Publication in the Meat Packing and Allied Industries Since 1891



Design

Power behind the



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20%

more weight

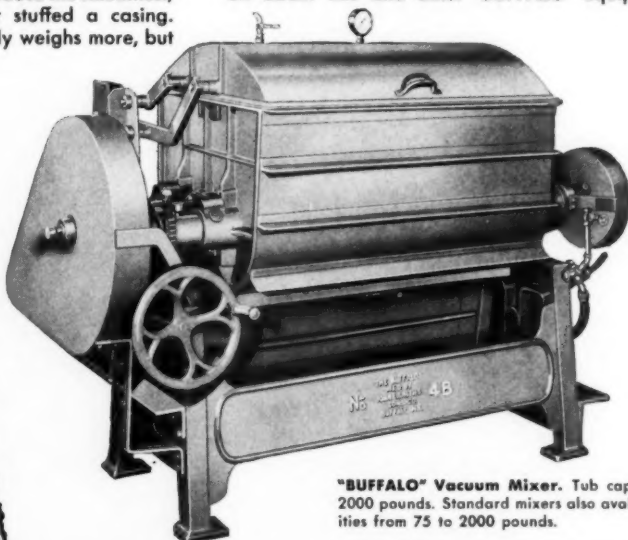
in every casing means 20% greater sales volume

"And give me six nice frankfurters," says Mrs. housewife. So the butcher counts out half a dozen and puts them on his scale. The housewife buys by unit count, the butcher sells by weight. The heavier the frankfurters, the bigger the sale.

That's why it's important to pack more meat and less air in every casing. That's why sausage makers everywhere are using "BUFFALO" Vacuum Mixers. These profit-building machines remove all trapped air from sausage emulsion...produce the smoothest, most solid emulsion that ever stuffed a casing. Vacuum-mixed sausage not only weighs more, but

it colors better...keeps better...shrinks less in cooking and curing.

"BUFFALO" introduced the vacuum-mixing principle...has had far more experience in building this unit than any other manufacturer...has sold more of them to leading sausage makers. We'd like to send you complete details about this rugged machine. Write to us, won't you. We'll be glad to send an experienced field representative to tell you all about this and other "BUFFALO" equipment.



"BUFFALO" Vacuum Mixer. Tub capacities from 75 to 2000 pounds. Standard mixers also available in tub capacities from 75 to 2000 pounds.

JOHN E. SMITH'S SONS CO.

50 BROADWAY • • BUFFALO 3, NEW YORK

Sales and Service Offices in Principal Cities



EXTRACTIVE CHEMISTRY COMPOSES

a Symphony of Flavor

ROYAL SOLUBLE SEASONINGS

At last! . . . the potency, purity and uniformity of spice flavors are no longer subject to the discordant whims of nature. Griffith's newly developed extraction process* removes "false" flavor elements . . . recaptures vital flavor undertones . . . and sets a new high standard of symphonic flavor quality in ROYAL SOLUBLE SEASONINGS.

Never have you or your customers tasted such *true* spice flavors—never, if you've used soluble spice made from ordinary "complete" extractions! PEPPERROYAL or your special blend of ROYAL SOLUBLE SEASONINGS will give your products an exceptional flavor appeal that will sell and resell more new customers, because Griffith's revolutionary process* of extraction assures uniform *true* flavor, year in year out.

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*Patents Applied for

For all pork curing—sausage, hams, bacon, picnics—use Prague Powder to accelerate full bloom of flavor and lasting color. U. S. Patent Nos. 2054623, 2054624, 2054625 and 2054626.



The
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LABORATORIES, Inc.

In Canada—The Griffith Laboratories, Ltd.

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Quality Ingredients Scientifically Processed

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Pacemaker in Soya Research

AMAZING NEW TYPE OF BINDER

Developed and thoroughly tested
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Proved in numerous meat processing plants!

SOYALOSE FLOURS No. 103 and No. 105

Low fat types of soya flour containing fat in form of Lecithin, a pure vegetable product—over 50% protein—mild in flavor—light in color.

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FUNCTIONS AND ADVANTAGES OF LECITHINATED SOYA BINDERS

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The Glidden Company

SOYA PRODUCTS DIVISION

5165 West Moffat Street • Chicago 39, Illinois

THE NATIONAL



Provisioner

VOLUME 123 AUGUST 26, 1950 NUMBER 9

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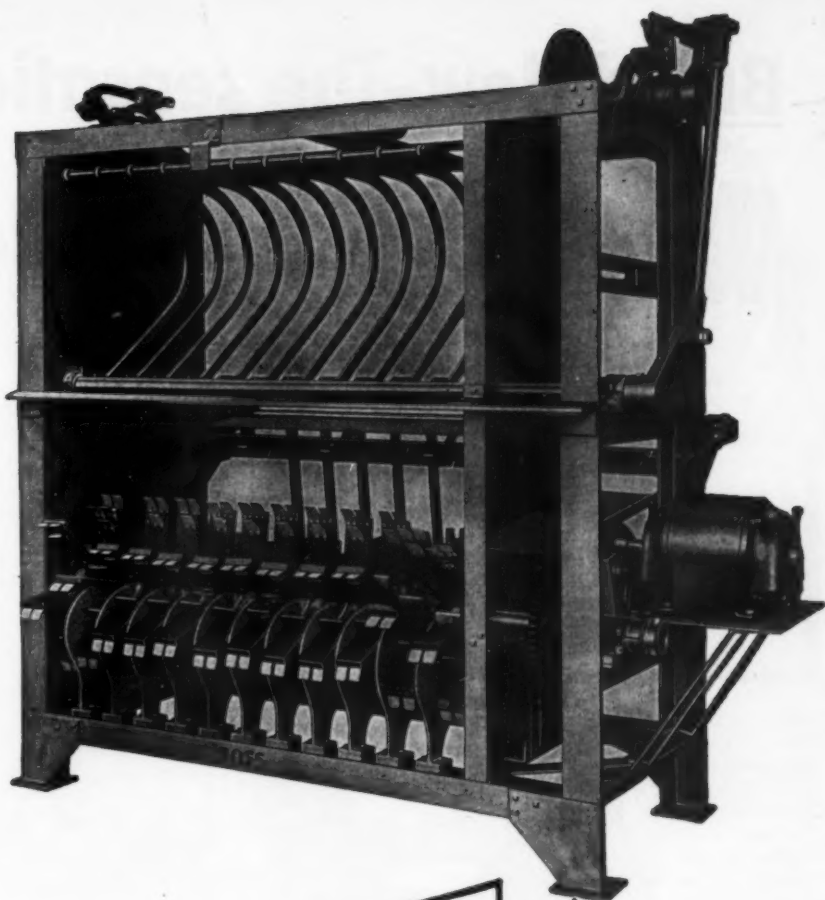
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ANNUAL MEAT PACKERS GUIDE

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NO. 46-B BOSS GRATE DEHAIRER

For plants where less than maximum efficiency will not be tolerated! Capacity: 120 hogs per hour.

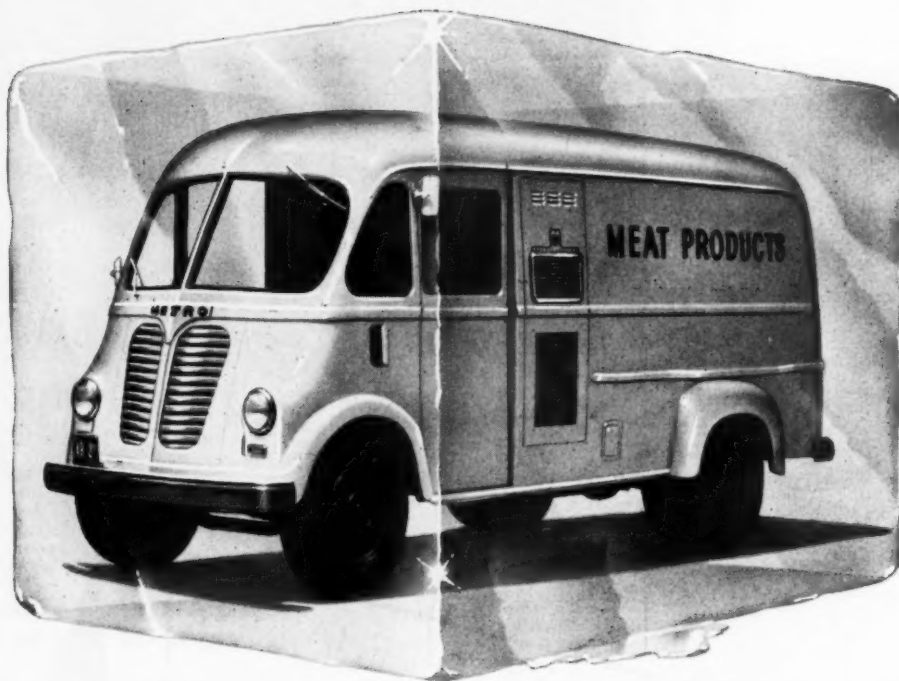
Also: Baby Boss Dehairers—Capacity: 40 hogs per hour.
Universal Dehairers—Capacity: 200 hogs per hour.
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Ask your "Boss" representative about the new features of Boss Dehairers. Or address your inquiry direct.

Best Buy Boss

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

Brand New—The sensational **REFRIGERATED** Metro*



Now for the first time—you can get truck, body, and refrigeration in one matched package! The new refrigerated Metros are completely equipped refrigeration trucks—International Harvester's from start to finish—factory engineered and factory assembled throughout.

Here is automatic refrigeration *plus* all the Metro body and International Truck chassis advantages that have made Metros the outstanding truck for multi-stop deliveries for so many years.

The new IH Motor Truck automatic refrigeration units maintain dependable temperatures from 10 to 50 degrees above zero in the well-insulated Metro bodies. Your meats are safely protected during

deliveries—or returned to the plant in the same good condition as if they had remained under plant refrigeration.

And you get all these Metro body and International Truck chassis advantages that pay off in more efficient, lower-cost refrigerated deliveries.

1. New Metro bodies offer larger payload capacities for peakload deliveries and longer routes. They offer lower floor height for easier loading and unloading.
2. The 4 new refrigerated models are part of the complete new Metro line ranging in GVW from 5,400 to 10,000 pounds.
3. New International chassis are heavy-duty engineered for lower operating

costs, lower maintenance, longer truck life. You get the same heavy-duty engineered values that have kept Internationals first in heavy-duty truck sales for 18 straight years.

If you want to save money and worry on refrigerated meat deliveries, get all the facts now. Call or visit your nearest International Truck Dealer or Branch.

*Metro. Registered trade mark of The Metropolitan Body Company, Inc., subsidiary of the International Harvester Company.

International Harvester Builds
McCormick Farm Equipment
Farmall Tractors...Motor Trucks
Industrial Power...Refrigerators and Freezers



Tune in James Melton and "Harvest of Stars"
NBC, Sunday afternoons

ALL NEW, ALL PROVED

INTERNATIONAL TRUCKS

INTERNATIONAL HARVESTER COMPANY CHICAGO

The many thousand B&D machines now in daily use throughout the land is a constant reminder that the alert Meat Packing Industry resolutely seeks out the best . . . and we shall ever strive to provide it! For more than a quarter of a century Best & Donovan has been contributing to the overall efficiency of the Meat Packing Industry by supplying it with the famous B&D machines.



PERFECTLY-SPLIT CARCASSES

bone out to greater advantage . . . a fact proven daily by
B & D'S COMBINATION RUMPBONE SAW & CARCASS SPLITTER



- This famous B & D machine splits an entire carcass with speed and accuracy. Cleaver loss due to damage of ribs and chucks is eliminated . . . greater yields give you lower cutting costs! B & D's Combination RUMPBONE SAW AND CARCASS SPLITTER permits even the unskilled man to split rumps, loins, ribs and chucks with amazing speed and accuracy.
- The Combination RUMPBONE SAW AND CARCASS SPLITTER is but one of a full line of B & D packer-approved electrical cost-cutting machines. Every item in the comprehensive B & D line is in daily use proving to packers throughout the country that there is no substitute for the best . . . B&D!
- Write today for more detailed information on this and other B & D machines.

B & D COMBINATION RUMPBONE SAW & CARCASS SPLITTER FEATURES

MOTOR—Specially designed to develop ample power to withstand short overload without overheating. Built-in fan.

CONTROL—Operator has full control at all times. Releasing of grip on handle shuts off motor automatically.

BALANCE—Supporting and equalizing bracket provides for suspension to overhead counterpoise . . . hands thus freed to operate and guide with accuracy and speed.

DRIVE—Direct from motor shaft by connecting rod attached to balanced crank pin. Saw driven by crosshead of nickel steel, sliding in adjustable guide plates of bronze bearing metal.

BEARINGS—Annular ball bearings on both ends of motor shaft . . . double row in connecting rod and main frame.

SPECIFICATIONS—Saw, 32 1/4" length, No. 15 gauge with 4 points per inch. Motor Speed, 1,725 R.P.M. Saw Speed, 1,725 S.P.M. Saw Frame, Drop Forged, 11"x24". Total length, 54". Weight (with A.C. motor) 125 lbs.

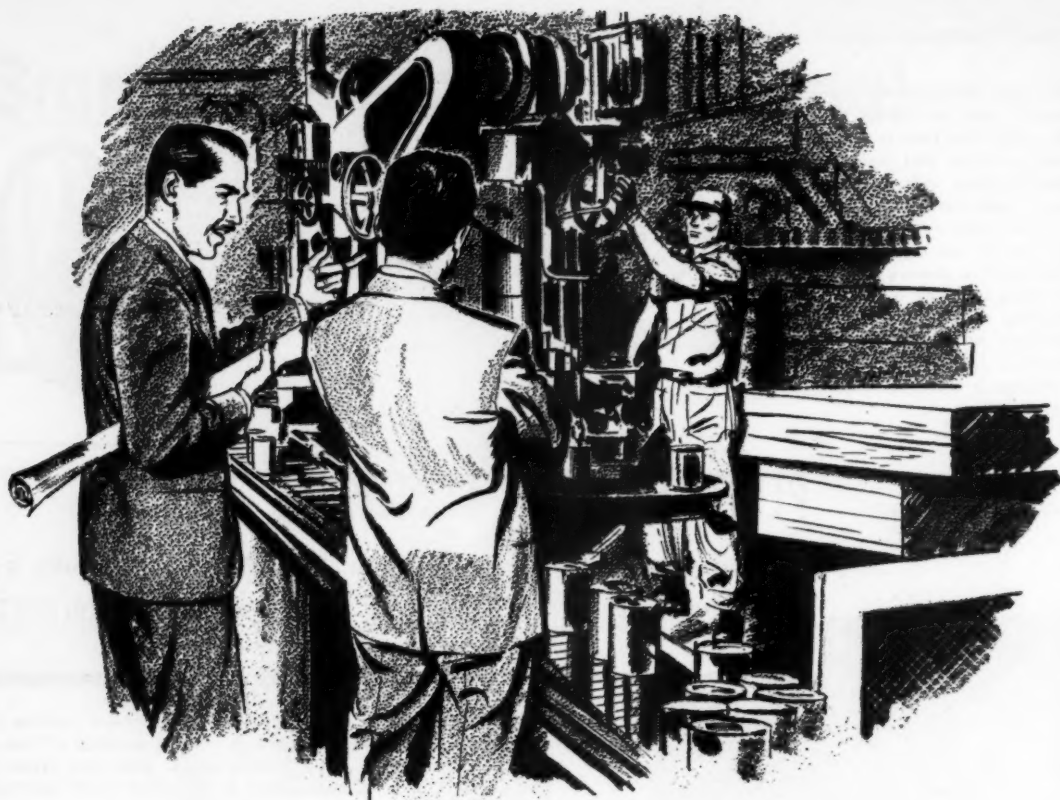
BEST AND DONOVAN are the only manufacturers of the packer-approved B&D COMBINATION RUMPBONE SAW AND CARCASS SPLITTER . . . BEEF BREAST BONE OPENER . . . PRIMAL CUT SAW . . . CATTLE DEHORNING SAW . . . BEEF SCRIBE SAW . . . HAM MARKING SAW . . . PORK SCRIBE SAW . . . HOG CARCASS SPLITTER & HOG BACKBONE MARKER . . . UTILITY SAW

INVEST IN THE BEST



BUY B & D MACHINES

BEST & DONOVAN, 332 S. MICHIGAN AVE., CHICAGO 4, ILL.



Canned meat volume is growing!

Get your share with Canco's six services!

FROM 350 million lbs. of canned meat in 1938 to more than 1 billion lbs. in 1949... canned meat volume has increased 158% in the last ten years! The steadily rising sales curve in the meat-canning industry offers a growing opportunity for the alert canned meat packer.

To help you expand your canned meat business, Canco offers the best service in the can-manufacturing field!

- 1. Canco will make** blueprint and layout recommendations to expand your canned meat production.
- 2. Canco will advise you** on all technicalities concerning the processing of canned meats.
- 3. Canco's Home Economics Section** and Testing Kitchen will help on proper seasonings, recipes

for labels, and general advice on consumer preferences.

4. Canco's Label Department will develop a saleable design for your lithographed labels.

5. Canco's Service Engineers are on call for production-line emergencies.

6. Canco's Research Laboratories will assist in establishing quality control of production, and in solving quality-control problems.





for sausage with consistently fine flavor
to bring you continuous repeat business...

FEARN'S FRESH PORK SAUSAGE SEASONING

... a complete seasoning made of
spice extractive flavors!

Here's your one sure key to *uniformly fine-flavored* sausage every time... Fearn's Fresh Pork Sausage Seasoning, the *complete* seasoning that eliminates all guesswork. No need to take the chance of having "too much or too little of this or that"... or to take valuable production time in weighing and blending spices. Everything is there in Fearn's... in exactly the right amounts for "just right" flavor and long-lasting good color. And you can be sure this fine seasoning will carry through the entire batch with true uniformity... because Fearn's Fresh Pork Sausage Seasoning is a blend of spice *extractive* flavors! It is available with "No Sage", "Medium Sage" or "Heavy Sage" to suit your market. Let the Fearn man make a test run with you.



Every Shipment to You is
Quality Control Certified

Like all Fearn products, you can always depend on Fearn's Fresh Pork Sausage Seasoning! Before your order is shipped to you it must meet with every one of Fearn's many strict quality requirements. Then a coded Fearn Quality Control Certificate is placed on its container as a sure guarantee of quality. Look for it on every shipment... it tells you that here, as always, are "flavors you can trust."

fearn *flavors you can trust*

FEARN LABORATORIES, INC., 9353 BELMONT AVENUE, FRANKLIN PARK, ILLINOIS

The National Provisioner—August 26, 1950

Page 9

Globe's Revolutionary New Bacon Curing Machine

Another
Globe
First
for
1950



The INJECT-O-CURE

HOW IT HELPS YOU

- I. **CURING PERIOD 24 TO 48 HOURS**
 - a. means no large product inventory held in cure, which
 - b. insures a liquid inventory at all times to meet fluctuating market conditions.
- II. **YIELDS INCREASED 4 TO 5%**—apply this to your present production at present market prices—you will realize the amazing returns in increased profits the Inject-O-Cure will bring.
- III. **LABOR SAVINGS UP TO 25%**—by actual test—only 2 operators are required to cure 200,000 pounds of bacon per 40 hour week.
- IV. **SPACE SAVING**—no longer necessary to tie up valuable space for inventory or equipment storage.
- V. **EQUIPMENT SAVING**—eliminate bacon curing boxes, salting tables, closing presses, and all other incidental equipment now used in your present method.

HOW IT IMPROVES THE PRODUCT

- I. **CONTROLLED CURE POSSIBLE AT LAST.** The Inject-O-Cure, using a cure in liquid form, now makes it possible to formulate the cure to your own recipe—including the very important sugar content you select. Do not confuse the Inject-O-Cure method with sweet pickle cure. It is a controlled sugar cure process with never a variation.
- II. **UNIFORM CURE**—the 101 injecting needles perforate the entire area and create an overlapping pattern for a complete uniform spread of cure in the tissues to prevent rancidity in isolated uncured areas.
- III. **IMPROVED FLAVOR**—a controlled, uniform cure, NOW possible with the Inject-O-Cure, means uniform flavor control for greater consumer acceptance.

Bellies are placed on stainless steel conveyor which carries them to proper position below the injecting needles. An elevator automatically raises belly against the 101 stainless steel perforating needles to the full depth of the belly. At this point, the cure is injected through 4 openings in each of the 101 needles which are attached to individual stainless steel pumps, automatically actuated by master air cylinder located above unit. Upon completion of injecting cycle, the belly is automatically stripped from the needles, lowered, and moved forward by the conveyor.

The Inject-O-Cure, a compact, fully automatic, high precision machine, has been fully tested. Three machines have been operating under actual plant conditions for 18 months. Write Globe today for full specifications and operating information.



The **GLOBE** Company

4000 SO. PRINCETON AVE.
CHICAGO 9, ILLINOIS

Control Bill Now in Conference

It is expected to take some time to iron out in conference the difference between the House and Senate versions of the defense production bill. The measure passed by the Senate includes the Maybank-Wherry amendment protecting margins in the meat packing industry and another important amendment which requires that wage controls be imposed concurrently with price controls and that, if controls are put into effect, they must be placed across the board on prices and wages at all levels. These two amendments, among others, are known to be objectionable to the Administration.

The Senate bill gives the Secretary of Commerce all authority over the allocation of scarce strategic material. It also contains the Gillette amendment which instructs commodity exchanges to prevent excessive speculation and gives the Secretary of Agriculture power to "tell" the exchanges when speculation becomes too heavy, suggestive corrective measures and, failing self-restriction, to proceed against the exchanges through the Department of Justice. Late this week the conference committee voted to give allocation powers to the President rather than to the Secretary of Commerce.

Representatives of the meat packing industry hope that the House-Senate conferees will retain the Maybank-Wherry amendment in the measure rather than the weaker McKellar provision in the House bill.

Relief for Users of LIFO

The Senate this week passed the Forand bill and sent it to the President. The measure would permit firms which use LIFO to apply for tax adjustments for taxable years after 1940 if they had to replace war inventories with high cost products.

Duty on Coconut Oil Eliminated

HR 8992, which would eliminate the duty on coconut oil from trustee territories in the Pacific, has been approved by the Senate.

End Hearings on UMT

The Senate armed services committee this week ended hearings on S 4062, the universal military training bill, and planned to have the measure on the Senate floor late next week.

Inspection Force is Still Short

Three hundred and forty-six federal meat inspectors are still idle pending agreement of House and Senate conferees on the \$34,000,000,000 appropriation bill. Approval of a Senate amendment authorizing the head of a department to transfer funds from one activity to another in order to retain essential services is necessary before the inspectors can return to duty.

Swift Signs with CIO

A two-year contract raising the common labor wage rate to \$1.26 and the top rate to \$1.96 was signed this week by Swift & Company with the United Packinghouse Workers. The union has scheduled a negotiating session with the Cudahy Packing Co. early next week.

Freight Movement Faces Stoppage

Unless the President acts this weekend to take over operation of the railroads, acceptance of most freight will be halted before the strike deadline by a carrier-imposed embargo. Canadian distribution of THE NATIONAL PROVISIONER has already been halted by the rail strike there.

Retailers Propose Ways to Boost Domestic Lard Sales

Ways to increase the sale and promotion of lard, among other things, were given important consideration at the recent convention of the National Association of Retail Meat & Food Dealers, Inc., in Omaha.

The convention went on record, by resolution, asking that the farmer or raiser of hogs allocate a certain portion of his sales price or a definite amount to be charged against each car of hogs shipped and received through regular commission channels, which could be used as a fund for advertising and promoting lard; this fund would be used for the purpose by the National Live Stock and Meat Board and/or the American Meat Institute.

It was also recommended that the AMI investigate the possibilities of vacuum-packing lard in tins and promote an advertising campaign to enable retailers to meet the competition of vegetable shortenings. Further, the association requested the AMI to use its advertising facilities to educate the public as to the exact reason for high prices.

Discussion of wartime rationing and price controls led to formation of a five-man committee which will consult with government leaders and agencies in order that meat controls, if deemed necessary, be more workable and equitable than during World War II.

Charles Bauer, NARM & FD president, asked that the association cooperate 100 per cent with the government if called upon. Among new developments he said that a plan is under way to establish a national meat week in January.

Other issues raised at the convention concerned excise taxes and surplus foods. The association will ask Congress to bring tax-exempt cooperative businesses under the income tax laws and thus obtain additional revenue. The association opposes any method of surplus foods disposal that would conflict with normal retail business. This food should be sold through the facilities of retail outlets and no segment of industry should be subsidized in order to move surplus foods.

Convention talks by several prominent packers appeared in THE NATIONAL PROVISIONER of August 12.

Inspection for Agencies

A revised list of government agencies for which the Meat Inspection Division may perform examination of food articles for specification or contract compliance and/or condition at the request of the contractor or government agency, provided the inspector is furnished with a copy of the contract, letter of award or other information clearly indicating requirements, includes:

Department of Agriculture: CCC, Poultry Inspection Section and Forest Service; Department of the Army: Corps of Engineers; Department of

Commerce: Civil Aeronautics Administration; Inland Waterways Corporation and Maritime Administration; Department of the Interior: Alaska Railroad, Alaska Road Commission, Bureau of Indian Affairs, and Fish and Wildlife Service; Department of Justice: Bureau of Prisons and Immigration and Naturalization Service; Department of the Navy; U.S. Marine Corps and U.S. Navy; Department of the Treasury: U.S. Coast Guard; Independent Offices and Establishments: National Zoological Park; Panama Railroad Company, Public Health Service of FSA, TVA and Veterans Administration.

No MISEA Party

The executive committee of the Meat Industry Supply and Equipment Association has voted that it will neither maintain club rooms nor sponsor a party for packers and suppliers during the 1950 American Meat Institute convention.

Plans for MISEA activities in connection with all packer conventions during 1951, will be discussed at its annual meeting which is to be held at 10:30 a.m. Saturday, September 30 in Room 9, Third Floor of the Palmer House.

An interesting report will be made at the annual meeting explaining the popularity and reasons for the rapid growth of the association's credit service. All suppliers in the industry are invited to attend.

Three new members to the executive committee will also be voted into office to fill vacancies created by the rotating system of electing three new members each for three-year terms. According to the policy of the association, its executive committee is representative of all types of suppliers throughout the entire meat packing industry.

RFC Subsidy Move

The Reconstruction Finance Corporation has sent letters to a number of packers requiring them to file Form DSC-118 (form for reporting inventory on hand on October 14, 1946, in connection with subsidy recapture) within 30 days of August 11. Failure to file the form within 30 days, it is stated, will result in the forfeitures set forth in Announcement 1, Regulation 10, of the RFC. The letter points out that the federal district court judgment in favor of Swift & Company has been reversed by the U.S. Court of Appeals. The letter also states that "it seems that the Swift decision disposes of the matter."

Swift & Company is filing a petition for writ of certiorari in the U.S. Supreme Court, in which the Supreme Court will be asked to review the decision of the Court of Appeals. However, because of the statement by RFC that failure to file Form DSC-118 within 30 days from the date of its letter will result in a forfeiture of the packer's rights, it is important that companies which have received this letter consult with their attorneys promptly.

Social Security Changes

New amendments to the Social Security Act recently passed by Congress include the following:

1. Taxes on both employers and employees are increased from the 1½ per cent now paid to 2 per cent beginning January 1, 1954. The rate will increase gradually to 3¼ per cent for both employers and employees by 1970. Effective, January 1, 1951, the taxable wage base becomes \$3,600 instead of \$3,000.

2. The definition of employee in the law has been expanded to add officers of corporations; certain traveling and city salesmen; and agent drivers or commission drivers engaged in distributing meat products.

3. Social Security benefits are increased by an average of approximately 77 per cent.

4. Coverage is extended to an additional 10,000,000 persons, thereby providing coverage for approximately 45,000,000 of the working force in the country. This extended coverage is to go into effect January 1, 1951.

5. The basic benefit formula is liberalized for both those now retired and those to be retired in the future. The basic formula provides a benefit of 50 per cent of the first \$100 of average monthly wages, plus 15 per cent of the next \$200. The maximum primary benefit increases to \$80.

(a) Under this formula, the annual benefit increment, which under the present law allows a beneficiary an extra 1 per cent of his basic benefit amount for each year of coverage, would be dropped.

(b) The average primary benefit for a worker now retired increases from \$26 to \$47.50 a month, and the present \$85 maximum family benefit is raised to \$150 per month. The maximum benefit, however, cannot exceed 80 per cent of the average monthly wage of the insured person.

(c) The computation of the average monthly wage is changed in some slight respects.

(d) The minimum benefit is raised from \$10 per month as currently provided, to \$25 per month, except for those earning \$35 per month or less. A sliding scale minimum from \$20 to \$24 has been established for those earning \$35 per month or less.

(e) Increases in benefits become effective September 1, 1950 so that the increase will be included in the checks received in October, 1950.

6. A "new start" provision enables more persons to qualify for benefits. It will make a 62-year-old worker who was covered for any six quarters fully eligible upon reaching age 65. It will modify the present requirement that he must have been employed for half the total working quarters from 1936 to retirement.

7. The present maximum of \$14.99 per month on earnings of beneficiaries is increased to \$50. After age 75, there is no limit on earnings.

8. World War II veterans will get a wage credit of \$160 per service month.

Planning Effective Truck Design

DELIVERY equipment reflects the personality and character of a business. Attractive design and distinctive styling can build prestige and favorably impress customers and potential customers.

Once a meat packer has decided on the type of truck best suited to his needs, he should give careful attention to its power to command favorable attention. Does it convey an air of distinction and dignity? Does it carry a message that is easily read? Will potential customers remember the vehicle as being clean and outstanding in appearance?

The paint job is all-important in converting a fleet of trucks into show windows that promote a packer's sales. The policy of using a definite color pattern for trucks, plant exterior, billboard advertising, point of sale advertising, etc., is most desirable because it continually links color with a packer's products.

Surveys have shown that red, blue, purple, green, orange and yellow appeal to women in the order named. Masculine color taste is about the same, however, men rank blue before red and red before purple. While individual preference in color may vary, green has been found most acceptable to the average person.

A good color scheme can be made ineffective if lettering and use of illustration are poor. Truck sides should not be cluttered with a lot of lettering. Lengthy advertising messages and long winded slogans have no place on vehicle exteriors. They cannot be read at a glance, and few people will even attempt to read them as trucks pass by.

The name of the packer is the most important piece of lettering. It should be displayed in clear, bold letters that can be read at a distance. Fancy lettering and script are difficult to read and become illegible at comparatively short distances.

Contrast is important. Best results are obtained with dark lettering on a light background. Plain lettering on a solid, contrasting background is more legible than fancy lettering on a vari-colored background.

The size of the lettering is governed by several factors. The area of the truck panel, color scheme, length of the company name, size of the insignia or trade mark, style of lettering and desired range of visibility or "carry" must be considered. Ordinarily lettering should be easily read-

(Continued on page 19.)

UPPER PANEL of this truck is cream color while the bottom is dull red. The Yankee Maid blends into prominent brand name display.

ALL WHITE TRUCK draws attention to firm's name, trademark and slogan. The square field is a buff color, contrasting well with the white.

USE OF FIRM name in curved blue reverse imparts movement to this design. Alliterative slogan at right has instant typographic appeal.



SIMPLICITY AND ATTENTION to design used on Mayer products is feature of this truck. Dark and light background adds effectiveness.



HORIZONTALLY STRIPED truck is attention getter. Ben Franklin trademark is unmistakably displayed and easily read at a distance.



THERE'S SOMETHING compelling about this huge chef who confidentially assures the public that Paramount meats are exactly that.



MAKING THE MOST OF YOUR SPECIALTY

How Scott Petersen delved into the past and found a winning combination for today's market

MANY smaller sausage and meat processing companies have been slow to adopt new merchandising and advertising methods in the belief that most of these developments are beyond the reach of their promotional budgets. They feel that their limited resources do not justify more than the daily routine of making sales calls.

As a result, their merchandising effort is mostly confined to a pre-delivery phone call by the salesman. There is no sales promotion as such, nor is a coordinated packaging effort utilized to

identify the processor's products and increase sales.

An outstanding example which proves that such need not be the case is Scott Petersen & Co., sausage manufacturer of Chicago. This firm's experience proves that one need not have a million-dollar advertising and promotion budget to do a job comparable with many large corporations. It does require, however, a constructive and intelligent exploitation of the particular advantage which the sausage kitchen possesses.

With Scott Petersen this advantage, overlooked and unrecognized for many years, was its line of Scandinavian sandwich meats. The company originally appealed to the appetites of the large Scandinavian population of Chicago with a line of "old country" sausage. For this trade grandfather Petersen manufactured a number of Scandinavian delicacies such as Sylta, Gothenberg type summer, potato sausage, mutton roll and many others which he delivered in his horse-drawn wagon. Through the years this line expanded to include a large variety of high quality sandwich meats. Today the kitchen's output includes more than 70 sandwich meat items and a sales force of 20 driver-salesmen is calling on the quality-conscious independent stores within a 40-mile radius of the city and in the larger cities of northern Illinois.

Through its years of growth the firm did little through advertising or packaging to develop a unified identity for its line of sandwich meats or to create any consumer awareness of the products or their packages.

The company had a trademark—an aeroplane over the phrase "Quality Above All"—designed to point up the high quality of the product. The plane itself was obsolete, and it was the conviction of Scott Petersen, jr., president, that very few persons would ever associate this old plane with high grade meats.

In considering ways to revamp its packaging line and select a trademark which would have high recognition value and quality association, it became apparent that the company had for years taken for granted the Scandinavian side of the business. With its small advertising budget, any mistake made in the trademark selection could be expensive. By the same token, the trademark would have to perform yeo-

man service in newspaper ads and on billboards, packages and product tags. With these considerations in mind, management checked over its old Scandinavian casing designs and found a drawing of a Scandinavian girl that, on first inspection, seemed to be the answer to its trademark problem. The design was particularly significant, because of the current popularity of smorgasbord type meals and because of the association of such meals with high quality specialty foods.

To explore the possibility of using the old design the firm commissioned Norbert Schwarz, package designer and advertising artist, to bring the little girl into better focus as a possible trademark. In addition, he was asked to design a series of packages and advertisements which would be economical and which could serve many purposes.

Schwarz designed a smiling peasant girl holding a tray of sandwich meats overhead. The new trademark was accepted with enthusiasm. It was easily recognizable; it associated itself readily with the company's reputation as a manufacturer of Scandinavian sandwich meats and, above all, it was suggestive of quality specialty sandwich meats.

It was felt by the company and the designer that the next step was to get the little girl onto as many items as possible. Wieners were banded with her



NEWSPAPER ADVERTISING



OUTDOOR ADVERTISING



SCANDINAVIAN GIRL, COLOR SCHEME, MAKE ALL SCOTT PETERSEN ITEMS READILY IDENTIFIABLE.

picture and put in 3-lb. trays. Half-pound sliced bacon layers featured her on both sides. Scandinavian items were tagged with her picture along with cooking instructions and wraps and pails carried the picture in the prominent center position. A 1-lb., window-type pork sausage package with picture on either side was introduced.

In the sale of sandwich meats in casings, the sausage kitchen had the problem of maintaining the identity of the product when it was cut by the retailer for display purposes or when sliced for retail customers. To overcome this problem the design elements were duplicated on each half of the casing. Thus the product retains full identity and display value even if cut at the center. In addition, the overall casing background pattern has the kitchen's name at closely spaced intervals so identity is retained in slicing.

Gradually, all the older casings, boxes and wraps were replaced by those featuring the little girl. It was found that

some of the old boxes had fundamentally good design and that it was necessary only to replace the old trademark with the Smorgasbord girl.

The basic color pattern of red, white and blue was retained on the boxes. The continuity in use of package colors in the trademark changeover meant that customers who were aware of the general design would not be confused as they might be by a totally changed line. To a small sausage kitchen, which cannot extensively pre-advertise the introduction of a new package, this is particularly important.

Of interest to the smaller sausage plant is the fact that such a trademark and package design development can be worked out economically by using double and triple art work. From the original art work employed in the package design the company launched an advertising program in the *Chicago Tribune* using small ads. These same ads were blown up to magazine size for use in retail trade publications and then further enlarged for store posters. Later, outdoor signs were developed employing the same basic design and colors. Thus the housewife who may have seen the ad in the paper would see the same one on her dealer's window and perhaps on a neighborhood billboard. The dealer in turn, would have seen it in his trade publication.

Another interesting double use of art work is evident in the decalcomanias used on delivery trucks. These are logos blown up from package designs and are of such a nature that they can be used for store front signs or for interiors. In addition, decals are used in miniature for store doors and on refrigerated cases to bring the Scott Petersen name to the point of sale. This same decal appears on the cars that sales personnel use and on other interior displays such as bread racks.

By using the same basic design the company not only lowers its overall advertising production costs, but it also gains the benefit of repetition and

consequent higher consumer association.

Tied in with its standardized trademark promotion is the company's concentration of sales effort on the independent retailer. Realizing that a bugaboo of the independent merchant is the fact that many items frequently can be purchased for less at chain stores, the company decided to sell only to independent retailers and produces only top quality products.

Retail trade publication advertising and direct mail promotion emphasize the independent dealer nature of the company's distribution and the fact that quality appeal brings repeat sales. The direct mail pieces make further use of the original art work used in newspaper and magazine advertising. Furthermore, direct mail promotion points out the type of consumer advertising support the retailer is receiving from the sausage processor.

To make its association with the independent dealer even more close, the company uses a unique, homespun letter. In a friendly and chatty manner the letter describes the salesman who calls on the recipient of the message. The sales area is broken down into definite routes. The letter tells a bit about the family and the background of the salesman. The heading, "this is someone you know," introduces the family picture of the salesman.

With a minimum of expense and by using forethought in planning its advertising and packaging programs, the company has capitalized on its unique background, emphasized the quality of its product, cultivated its independent dealer distribution and made its line one of the most unified and best identified in its field. That such a program pays is proved by the sales charts in the company's sales office. According to data submitted by a leading Chicago newspaper, Scott Petersen now ranks eleventh among the sausage processors serving the greater Chicago market.

(Continued on page 19.)



PICTURED ARE Otto Petersen, vice president and Scott Petersen, president. On table is newly introduced canned ham.

CANNED MEATS

PROCESSING AND SALES

Retort Loading and Unloading Speeded

VERTICAL retort loading at a rate of 300 cans per minute, and unloading at 600 cans per minute, is now possible with a new retort loader-unloader. The unit has been production tested in a central Wisconsin vegetable cannery. Based on the results of this production test, it is claimed that

the machine makes it possible to reduce sharply the labor cost of retorting, insures faster cooking and cooling and enhances sanitation in the canning department.

In operation, the cans are fed directly from the closing machine by means of an elevator and cable way directly into

the retort. The loader-unloader (see page 19) is composed of a series of perforated circular plates or shelves, all of which are rotated on a central shaft which runs the depth of the retort.

As the cans come from the closing machine in the cable way they are counted by an automatic counter. When the correct number of cans has passed to fill one of the plates, the solenoid-activated counter stops the flow. The single operator closes the guard rail on the filled plate and elevates the next tier into position for loading. The motor for driving the unit is housed on top of the retort cover. A 2-ton electric hoist is used in raising and lowering the entire unit.

In the unloading cycle the operator raises each tier to the correct level for emptying. By increasing the speed of the shaft the rate of unloading is doubled over that of loading.

The big advantage of the loader-unloader lies in the labor savings which are made possible by the complete mechanization of these operations. Depending on the size and layout of the plant, it is estimated that from seven to eleven man days can be saved with the loader-unloader for each day's operation. The retort is unloaded directly to the labeling machine and from there the cans go on to the cartoning machine, eliminating much handling. The entire job from filling to carton glueing can be almost totally mechanized.

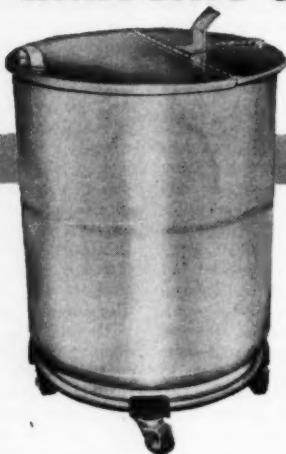
In some conventional canning plants two operators are needed to batch the cans from the closing machine into the retort baskets. Depending on whether the job is done by roller conveyor, industrial lift truck or manual trucking, several employees may be needed to bring the loaded baskets to the retort and another is required to hoist the baskets into the retort, supervise processing and to unload the baskets. This man is the only operator needed with the loader-unloader.

Moreover, in conventional operations, truckers may be needed to take the processed cans under the cooling shower or to the cooling channel and several workers are required to unbatch the cans and to feed the labeling machine. With the exception of the retort tender, all of these operations are eliminated with the loader-unloader.

It is reported that the unit shortens the cooking cycle. The solid mass of cans found in a basket-filled retort is not present in the cylinder of the loader-unloader. Each of the cans has a slight free space above and below it which facilitates heat penetration since the heat does not have to travel from the top and bottom of the entire mass of cans to reach the center units. (New cooking periods would have to be determined for various canned meats.)

It is also believed that the rotation of the entire retort load during cooking will make it possible to reduce processing time. With solid pack meat products, such as corned beef, the time saving would be slight, but it might be considerable for items which are partly

WEAR-EVER *Aluminum* MEAT HANDLING DRUM



DURABLE

Made of extra hard aluminum alloy to withstand hard daily service. Ring welded on bottom gives protection from hard floors.

SANITARY

Open bead. No cracks or crevices to collect dirt. Rounded corners, smooth surfaces. Unaffected by moisture.

CHOICE OF COVERS

1. Slip-over type. 2. Hinged type (with lock-on bolt and cover rest, illustrated above). 3. Quick-lock type (with gasket).

LIGHT-TO-HANDLE

The choice of employees who have to move meat containers around the plant. Drums are available with special dolly as illustrated.

FRIENDLY-TO-FOODS

Wear-Ever Aluminum safeguards the purity and flavor of your products.

Two sizes—30 gallon (18" dia. x 27½" deep); 50 gallon (22¾" dia. x 28½" deep).



Ask for a representative to call

THE ALUMINUM COOKING UTENSIL COMPANY, 408 WEAR-EVER BLDG., NEW KENSINGTON, PA.

Gentlemen: Please send me full information about your containers for storing, handling and transporting ingredients.

NAME.....

FIRM.....

ADDRESS.....

CITY.....STATE.....

first impressions count IN PACKAGING

DANIELS by constant research, and with a very considerable experience, has the know how to engineer your wrappers in a way that stimulates sales.



MULTICOLOR PRINTERS • CREATORS • DESIGNERS

There is a **DANIELS** product to fit your needs in . . .

transparent glassine
snowdrift glassine
superklear transparent glassine
lard pak
bacon pak
ham pak greaseproof
genuine greaseproof
sylvania cellophane
special papers, printed
in sheets and rolls

Daniels
MANUFACTURING
COMPANY
RHINELANDER
WISCONSIN

preferred packaging service

SALES OFFICES: Rhineland, Wisconsin
Chicago, Illinois . . Philadelphia, Pennsylvania
Dayton, Ohio . . St. Louis, Missouri . . Dallas, Texas





A fine quality fleet not only costs less to maintain but it earns more — in driver pride, prestige with retailers, maintenance of high product quality.

How To Cut BODY COSTS

The actual cost of a delivery body, of course, includes both first cost and maintenance costs. But there are other ways, less apparent but just as real, in which a body either *costs* you money or *makes* you money. The quality of the body you buy determines whether that delivery body will *cost* you extra money or *make* you extra money. First cost is important only as an indication of quality — good or bad.

The Hidden Costs

A poor quality body naturally will cost more to maintain. And if the body fails to maintain precise temperatures it must be charged with trim losses, rejects, loss of quality. When such loss of quality means loss of retail and con-

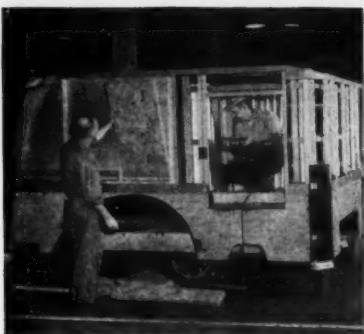
sumer accounts, it can make the cost of a poor quality body run very high. When a body that does not reflect progressiveness and quality makes it difficult to secure new outlets, that also must be added to the *cost* of a low quality body.

Dividends of Quality

Fine quality in a delivery body pays off first and directly in lower maintenance costs. But the really fine delivery body *earns* far more than it costs — in maintaining product *quality*, in its advertising value to both consumers and retailers, in the pride it gives to drivers, in the prestige it lends to your name. The way to *cut* body costs is to buy the the finest quality body available.



Batavia engineering department where custom-built bodies are designed to meet specific needs.



Applying insulation to provide an airtight, heat-resistant body of finest quality.



Batavia craftsmen apply galvanized steel panels over layer of insulating paper and cotton wadding.



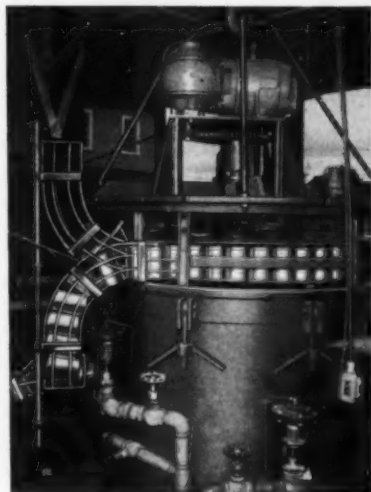
Final step in Batavia production — installing refrigeration units, adding body trim and hardware.



WRITE for FREE,
Informative Booklet:
"FRONT POINTERS"

BATAVIA BODY CO.
BATAVIA, ILLINOIS

liquid. Because of the rapid heat transfer possible with the new unit, can cooling may be performed in the retort prior to unloading. If the meat packer desires to clean the cans prior to labeling, cooling water with a cleaning solution might be used. The rotation of the shaft would impart some washing action. Most of the water on the cans would be eliminated in rotating them for unloading; the unloaded cans would



LOADER-UNLOADER IN ACTION

still retain sufficient heat to dry the slight amount of moisture remaining on them.

It is stated that two overhead hoists would be sufficient for most multi-retort operations. One would handle loading and the other unloading operations.

In general, each set of tracking should handle the output of a specific closing machine turning out one size can. However, if can sizes handled by the various closing machines do not differ too greatly, the same tracking could be used for all (but not simultaneously) provided the twistlers in the line were changed with each change in size.

Overhead tracking has sufficient storage area to permit uninterrupted operation of the closing machine during retort changeovers. After each unloading the loader-unloader unit is in correct position to begin the loading operation.

The new Bott retort loader-unloader was developed by the Berlin-Chapman Company of Berlin, Wis.

Livestock-Meat Review

The livestock branch, U.S. Department of Agriculture, has just issued its annual handbook of "Livestock Market News Statistics and Related Data" providing information on the livestock and meat industry for 1949 and earlier years. The handbook includes reports on livestock receipts at public markets, federally inspected slaughter by months, cold storage stocks, exports, etc.

Both Independents and Chains Growing Larger, Survey Shows

The postwar trend in retail food stores has been from small to larger scale, but not giant size, merchandising by both independents and chains, rather than from independents to chains, the National Industrial Conference Board reported recently. The NICB also said that the major national chains are "losing ground" while the smaller regional chains are gaining.

The report said that even before the war independents were beginning to stand off chain competition in urban areas. Between 1935 and 1939 the chain share of grocery sales declined in the five states where their proportion had been the highest, the NICB stated. At that time, however, independents enlarged their operations and in some instances cooperated to more effectively meet chain competition.

Financial Notes

Volume of Canada Packers Ltd. for the first four months of the 1950-51 fiscal year was greater than in the like period last year, according to a report by J. S. McLean, president, at the annual meeting in Toronto. Profits, although down slightly from last year's high level, are still satisfactory. McLean told shareholders that \$5,000,000 worth of debentures were retired during the fiscal year which closed March 29. A dividend of 75c per share has been declared on the Class B stock and a regular semi-annual payment of 75c was approved on the A shares. Both are payable October 2, to shareholders of record on September 1.

Directors of Tobin Packing Co., Inc., have declared regular quarterly dividends of \$1.75 on the 7 per cent preferred stock and 15c on the \$3 par value common.

Scott Petersen Promotion

(Continued from page 15.)

Credits: Folding cartons, Morris Paper Mills, Chicago; parchment wraps, Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.; Cell-O-Fold cartons and Presto-Pak unit for setting up cartons, Interstate Folding Box Co., Middletown, O.; acetate liners, "Lumarith", Celanese Corporation of America, New York; printed casings, Visking Corporation, Chicago; Kartridg-Pak wiener bands and banding machine, Marathon Corporation, Menasha, Wis.; waxed paperboard tubs, Continental Can Co., Mono Containers division; slip-cover cans for pork sausage, American Can Co., New York; printed tags, Dennison Mfg. Co., Framingham, Mass.; decalcomanias, Meyercord Co., Chicago, and truck body, Batavia Body Co., Batavia, Ill.

THE NATIONAL PROVISIONER DAILY MARKET SERVICE, coming to you every full trading day of the week, will pay for itself many times over.

Truck Painting and Designs

(Continued from page 13.)

able from distances of not less than 50 feet.

Studies in color visibility show that the following combinations are legible at considerable distances, in the order mentioned: 1) Black on yellow; 2) green on white; 3) red on white; 4) blue on white; 5) white on blue; 6) black on white; 7) yellow on black; 8) white on red; 9) white on green; 10) white on black; 11) red on yellow, and 12) green on red.

The same lettering should appear on both sides of the truck. If vehicles travel through heavily populated areas,



ALL WHITE TRUCK with black lettering is simple, neat and gives dignified appearance.

the firm's name might be placed on top of the truck in letters large enough to be read from upper floors of apartment buildings.

On occasions, streamers or banners may be attached to the side of the trucks. This should be done at infrequent intervals, however, and only for important announcements. If done too often, the public will lose interest and their attention may be distracted from an otherwise good truck decorating job. Frequent announcements can be handled well by mounting a poster frame on the truck. If the posters are not too large and are changed periodically, they will create added interest to the overall design. Posters should not be allowed to become soiled or torn. Carelessness in this respect can create a poor impression.

Good color schemes, lettering and illustrative material can be rendered useless unless cleanliness is stressed. To be effective, truck design must be sparkling clean and bright at all times. A clean truck is a mirror that reflects to the public attention the cleanliness of the packer's meat plant.

Armour Adds Television

"Latest addition to the Armour and Company advertising lineup is a half-hour weekly television show, "Stars Over Hollywood." Long a popular Armour radio show, it will be seen on television screens starting the first week in September. The NBC television network will carry the show countrywide. Armour salesmen will provide dealers with complete information about products to be featured on the show.

These GEBHARDT Cold Air Circulators suspended from the ceiling maintain a uniform low temperature and a high relative humidity in this packaged sausage cooler.



ONLY GEBHARDTS CRS* GIVE YOU ALL FOUR:

CONTROLLED HUMIDITY
CONTROLLED CIRCULATION
CONTROLLED TEMPERATURE
AIR PURIFICATION

"GET THE FACTS . . . AND YOU WILL GET GEBHARDTS CONTROLLED REFRIGERATION SYSTEMS!"

The GEBHARDT System of Refrigeration removes bacteria, odors and mold spores by thorough washing of all the air . . . and provides uniform, controlled low temperatures! GEBHARDT's patented construction maintains sanitary, wholesome, pure air in the cooler regardless of the product. More and more packers are getting the facts and following the proven avenues of sanitation, cleanli-

ness, good housekeeping and controlled refrigeration to packinghouse success. We maintain a complete staff of engineers in all principal cities who are capable of handling any refrigeration problem in the meat packing industry and they will supply you with detailed recommendation. Send for your free copy of the GEBHARDT Catalog.

Let a Gebhardt Engineer give you all the details . . . write or phone today!



Telephones:

FR anklin 4-0559
FR anklin 4-2478

ADVANCED ENGINEERING CORPORATION

1802 West North Ave. • Milwaukee 5, Wisconsin

PERSONALITIES

and Events

OF THE WEEK

►Oswald & Hess Co., Pittsburgh, has resumed operations following a three-to-one "return to work" vote by union members on strike there. More than one-half the union members voted. Employees will receive the 11c per hour wage increase recently granted by national packers. The AFL union had asked a 15c raise from Oswald & Hess, similar to that gained from other local packers.

►Recent New York state incorporations include Monty's Meat Market, Inc., of the Bronx, to carry on a slaughtering and meat packing business with Sidney Peilte, Walter J. Loria and Edward Martinson, 33 W. 42nd st., New York, as directors, and Asma Packing Co., Dehlans Packing Co., and Daube

Packing Co. of Corfu, N. Y. John F. Gunderman, jr., 766 Crescent ave., Buffalo, N. Y., is a director of all three corporations.

►William Kling is president of the new Huntsville Packing Co. which will operate the plant formerly owned by the Valley Packing Co. at Huntsville, Ala. The plant and its equipment were bought from the RFC for an undisclosed sum. Kling was formerly general manager of the Greensboro Packing Co., Greensboro, Ala. The Huntsville plant's superintendent will be David D. Spencer, also formerly connected with the Greensboro company. Extensive remodeling and renovation of equipment is now under way at Huntsville and it is hoped to open the plant for slaughtering and sausage production in September.

►George C. Munce has been appointed manager of the Orangeburg, S. C. plant and division of Kingan & Co., succeeding T. G. Strange who has resigned from the Kingan organization.

Munce joined Kingan in 1914 at Richmond, Va., following the lead of his father, John S. Munce, and came to Indianapolis in 1944. He was manager of the branch plant division, which has now been abolished in favor of four new divisions—Orangeburg, Richmond, Storm Lake and Omaha.

►Edward James, 80-year-old cattleman, Indian fighter and one of the three surviving charter members of the New Mexico Cattle Growers Association, died recently in an El Paso hospital.

►John J. Farrell, manager of the Northampton, Mass. unit of Armour and Company, died at his home in Holyoke on August 15 after a short illness. He was formerly in charge of the Holyoke Armour branch.

►George J. McGee, partner in the firm of George J. McGee & Sons, packing-house brokers in Philadelphia, died at his home in that city on August 21. He was 75 years of age and had been connected with the industry for 40 years.

►C. E. Mallory, 93 years old and one-time traffic manager for Kingan & Co., died at his home near Indianapolis recently. He retired from Kingan service 16 years ago.

►The Peoples Packing Co. and Oklahoma City Packing Co. have merged into the Oklahoma City Packing Co., Oklahoma City.

►J & L Smoked Meat Co. of Houston, Tex., has been granted a charter for a 50-year term. Incorporators are R. Ward Smith, Herman C. Haack and John S. Hornbuckle.

►Ralph Foldenauer of Zanesville, Ohio, who recently purchased the former Asman Packing Co. at Marysville, Ohio, has announced the firm will be known as the Union Packing Co., continuing the same meat packing services to the immediate area.

►The Frankfort Stockyards, Frankfort, Ind., is now being operated by L. H. McMurray, Inc. L. H. McMurray reports that the yard will be operated five days a week and will accept all kinds of livestock. Manager is Joe M. Keating.

►David Davies, Inc., Meuser-Imhoff Packing Co., Teeters Packing Co., Columbus Packing Co. and the Swift & Company plant, all of Columbus, Ohio, have placed in effect contracts with the AFL providing for an 11c wage increase. Contracts for the Swift and Armour plants were negotiated on the national level, and the terms of the agreements made by the local packers follow the same pattern.

►Retiring after 45 years of service, William B. Adams, assistant manager of the Buffalo office of Swift & Company, was honored by officials of the

PRINCIPALS IN THE NEW S-W PACKING CO., INC., which has taken over the entire operation of the Milner Provision Co., Frankfort, Ind., as shown below (left to right) are: Frank Stark, vice president and treasurer; George Stark, vice president, and Erwin Wetzel, president. Acquisition of the plant (see exterior) marks another milestone of growth in the history of the Stark brothers and Erwin Wetzel, whose Stark, Wetzel & Co. of Indianapolis (in which all will continue active) ranks as one of the fastest growing slaughtering and meat processing companies in the United States.



The group started operations with a shoestring consisting of a Model A Ford, \$200 in cash and \$2500 in borrowed capital. In addition to a full line of packinghouse products, new machinery will enable S-W to produce Grand Duchess steaks, a fast-frozen line which will be handled through frozen food distributors in Indiana and Illinois. The operating staff at the Milner plant is being retained by S-W.



firm at a retirement party. Adams has been manager of various Swift branches and served in district offices and at Chicago headquarters.

► **Clarence Horovitz**, secretary, Churchill Meat Co., Pittsburgh, Pa., has formed a partnership with his CPA wife to operate an accounting service at McKeesport, Pa. **Herman Teil** replaces Horovitz at Churchill.

► Participants in the YMBA "See Pittsburgh" tour recently visited the Hull & Dillon Packing Co., Pittsburg, Kans.

► **Harris Meat & Produce Co.**, Oklahoma City, Okla., has announced plans for construction of a modern packing plant on the west side of Reno, a suburb, between Indiana and Kentucky sts. Officials of the company said they planned to build a modern plant which would not be offensive in any way to residents of the area.

► **John W. Coverdale**, director of the agricultural bureau of the Rath Packing Co., Waterloo, Ia., judged the boys' demonstrations and the boys' swine classes at the Black Hawk County 4-H Club Fair, held in Waterloo recently.

► **Harold Paup** of Wichita, former co-owner with his brother, the late **Leonard Paup**, of the Leavenworth Packing Co., Leavenworth, Kans., was killed recently in an automobile accident.

► **Frank Gray**, Kingan & Co. truck driver who gave prompt first aid to save the life of a 17-year-old traffic accident victim, is receiving new honors for his act. Already a recipient of a life-saving certificate from the Indianapolis Safety Council (see THE NATIONAL PROVISIONER of July 22), Gray is to be given the fleet safety award of the Indianapolis Chamber of Commerce and has been nominated by Kingan for the "driver-of-the-month" award by the Indiana Motor Truck Association. The teamsters' union also plans to give special recognition to its member.

► More than 100 employees in Armour and Company's Binghamton, N. Y. unit, recently honored **Michael L. Morarity**, who is retiring as officer and credit manager after 40 years with Armour. Executives attending the affair included **Frank J. Comes**, assistant sales manager of the Binghamton office; **A. R. Prall** of Scranton, Pa., a district auditor; **M. A. Robbins**, Binghamton credit manager; **Hyman Feinstein**, Binghamton sales manager who is being transferred to Albany, N. Y., and **P. A. Hickey**, Syracuse sales manager.

► **James Beale**, merchandising manager, Cross Brothers, Philadelphia, participated in a panel with other food trade leaders for the adult workshop in distributive education at Temple university's summer sessions in Philadelphia.

► **D. O. Griffith** of the British-American Product Co., Birkenhead, England, has returned to England after a study of the operations of **Wilson & Co.** plants at Chicago, Oklahoma City and Omaha.

► **Wilson & Co.**, Chicago, the Illinois Institute of Technology and Northwestern university are jointly sponsoring a number of cooperative students in the



DETERMINED TO SET A NATIONAL SAFETY RECORD, the Armour and Company Indianapolis plant is making its third consecutive bid to attain that goal. In the plant's first effort, 877,673 accident-free man hours were logged before a hernia accident broke the run on February 10, 1949. On May 19 of this year the accident-free record at Indianapolis stood at 1,214,580 hours when an employee in the smoked ham wrapping department suffered a minor foot injury as a result of a dropped ham. However, in recognition of the outstanding record made by personnel and management in logging well over a million accident-free man hours from February 10, 1949 to May 19, 1950, Armour presented the plant with a certificate and safety flag. The presentation was made by **W. F. McClellan**, general safety engineer, Armour and Company, to **E. B. Hall**, director of safety at Indianapolis, and a committee of employees who received it on behalf of the plant. Each committee member received a ball point pen inscribed with the words, "Armour Star, For Outstanding Safety Record." In the picture, **A. J. Dotterweich**, plant superintendent, is being congratulated by **R. H. Borchers**, general manager. In the background (left to right) are **Frank L. Cochran**, general chairman, Indianapolis Safety Council; **W. A. Meade**, president, Industrial Safety Club; **W. F. McClellan** of Armour; **Charles Mosier** and **Jack Gunnell**, Indianapolis Chamber of Commerce and **E. B. Hall** of Armour.

fields of food technology, chemical, mechanical and industrial engineering. The plan provides for a university degree for young men of proven ability at the end of five years. Two students form a team. While one member attends school, the other is gaining practical experience in his work assignment. At the end of each quarter or semester the partners change places.

► **Chris T. Marsau**, assistant export manager, Rath Packing Co., Waterloo, Ia., is one of the three incorporators of the National Professional Basketball League, Inc., whose purpose is to "promote and advance the interests" of organized basketball.

► A booklet describing the growth of the company from its founding in 1890 to the present has been published by **J. M. Schneider & Sons, Ltd.**, Kitchener, Ont., Canada. Starting with \$300 capital, the company's progress was at first very gradual, and in 1915 it had only 25 employees. However, in 1924 it was employing 125 to 150 regularly and by 1930, about 225 persons. In 1940 the number had been expanded to 700.

► **P. C. Friese**, formerly eastern regional sales manager of the canned foods division of Armour and Company, has been

appointed product manager for **Chef Boy-Ar-Dee**, it has been announced by **American Home Foods, Inc.**

► The **Culver City Wholesale Meat Co.**, Culver City, Calif., held its formal opening recently. The plant distributes to restaurants and retail markets in the area as well as serving locker customers and owners of home freezers, according to **Herman Weaver**, manager.

► **Brookhill Frozen Meat Corp.**, has been incorporated in the Bronx, N. Y., by **Frank Schatten**, **Paul Mayer** and **Albert Mayer**.

► **Charles P. Hill**, 84, a retired salesman for Armour and Company, died recently. He had lived in Kansas City for the past 40 years.

► **Frank A. Blum**, president, **Frank A. Blum & Sons**, Pittsburgh, recently spent two weeks at **Britt, Ont., Canada**, in company with 26 members of the **Duquesne Hunting & Fishing Club**.

► **Canada Packers Limited**, Toronto, has purchased the **Burford plant** of the **Wentworth Canning Co.**

► **New York Butchers Dressed Meat Co.** has been visited by representatives of foreign hotel, travel and allied businesses. One delegation came from

BOARS HEAD



Super Seasonings

**MADE ONLY BY
THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.
ESTABLISHED 1877**

NEVERFAIL

... for
taste-tempting
HAM
FLAVOR

"The Man Who Knows"



"The Man You Know"

Pre-Seasoning

3-DAY HAM CURE

It's the good, old-fashioned, full-bodied ham flavor that your customers want. That's what NEVERFAIL gives you. For extra goodness, NEVERFAIL imparts to the ham a distinctive, aromatic fragrance... because it *pre-seasons* as it cures. In addition, the NEVER-FAIL 3-Day Ham Cure always produces an appetizing, eye-catching pink color... mouth-melting tenderness... and a texture that's moist but never soggy. Write today for complete information.

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**The form bovine
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(Reg. U. S. Pat. Off.)

PIN-TITE pulls tight and pins tight.

PIN-TITE bleaches white and marbleizes.

PIN-TITE!

the cloth with the bold red stripe.

by the makers of
**Form-Best
Full-Length
Stockinettes**

Cincinnati Cotton Products
COMPANY
Cincinnati 14, Ohio

France, Greece, Italy and Portugal and another from Sweden, Denmark, Austria, Norway, Luxembourg and Germany. The tours were part of ECA's technical assistance program.

► **E. R. Clark** has been transferred from the beef sales department of Armour and Company's Columbus, O., plant to the Birmingham, Ala., plant, in charge of beef sales. He succeeded **J. A. Schmitt**, who was transferred to the Jackson, Miss., branch.

► **K. W. Bruder** of the beef, lamb and veal department of Swift & Company at San Antonio, Tex., has been appointed manager of the Hallstead, Pa. plant of Swift. He assumed his new duties August 21. Bruder joined Swift in 1933 as a messenger boy in the general office at Chicago. He was soon transferred to the beef, lamb and veal department and later became a clerk and then a student in the beef grading division. After working in various branch houses to get sales experience, he was transferred to the Swift Kansas City plant in 1938 where he was in the beef, lamb and veal department. In 1944 he was made assistant to the head of that department at S. St. Joseph and in 1948 transferred to San Antonio.



K. W. BRUDER

► **C. S. Mercer**, formerly head of the research laboratory in the Swift Canadian Co., Limited, plant at St. Boniface, Man., has been transferred to the Swift research laboratory in Chicago. **R. M. Friesen** has been appointed head of the St. Boniface laboratory.

► **John W. Tice** retired recently as manager of the Waterbury, Conn., branch of Armour and Company, after 41 years with the company.

Armour Appoints New Managers At Kansas City, Peoria Plants

Gilbert D. Lewis has been appointed general manager of the Armour and Company plant in Peoria, Ill., effective August 14. He succeeds **Jack Thomas**, who has been placed in charge of the company's plant in Kansas City, Mo. Lewis was formerly general manager of the Armour plant at Grand Forks, N. D. He joined the company in 1937 at the Armour plant in National Stock Yards, Ill., and he was stationed at that unit until 1948.

Sausage Brand Name Contest

The Viau Sausage Co., Escanaba, Mich., recently held a contest offering two cash prizes for the best brand names submitted for the sausage products made by the firm.

FLASHES ON SUPPLIERS

THE CINCINNATI BUTCHERS' SUPPLY CO.: James Black has been



J. BLACK

placed in complete charge of the Chicago office of this Cincinnati firm. A meat industry veteran, Black spent 25 years in the engineering and development departments of Armour and Company, and more recently was associated with the Townsend Engineering Co., Des Moines, Ia. Walter Hammann, who has represented Boss in the Chicago area for the past six years, and has been with the company for 39 years, will represent the firm in the southeastern states with headquarters in Atlanta, Ga. Hammann will service the territory formerly covered by Carl Schwing, recently retired.

DEWEY AND ALMY CHEMICAL CO.: Bradley Dewey Jr., has been appointed head of the Cryovac division of this Cambridge, Mass., firm and will be in charge of sales, manufacturing and research activities of the division which manufactures plastic bags and tubing for packing of frozen and refrigerated meats and other foods. Dewey succeeds John A. Lunn, who recently resigned to join the Kendall Company.

SYLVANIA DIVISION AMERICAN VISCOSE CORPORATION: A price increase on Sylvania cellophane of 4c per pound, to be effective on orders accepted for delivery after September 1, has been announced by American Viscose. The increase covers the most popular types of both moistureproof and non-moistureproof grades. Prices on other grades also will be adjusted. The price change was made because of a substantial increase in the cost of principal raw materials and labor, it was said.

PACKAGE MACHINERY COMPANY: E. A. Van Wart, 45, chief draftsman of this Springfield, Mass. firm, died suddenly of a heart attack, August 16. He had been with the company for the past 20 years.

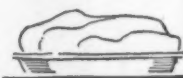
SHELLMAR PRODUCTS CORPORATION: Warren E. Hill has been appointed vice president and general manager of the Shellmar Division of this Mount Vernon, Ohio corporation. A native of Massachusetts, Hill graduated from Massachusetts Institute of Technology in 1924. Prior to his association with Shellmar, he was vice president and administrative coordinator of the Pro-Phy-Lac-Tic Brush Company and general manager of its Plastics Division. Ben Verson, who has been acting general manager at Shellmar, will now devote all his time to the treasurer'ship.

Prof. Hogg's LARD POINTERS

switch from LARD

to FINE SHORTENING

to INCREASED SALES



LARD that is deodorized and stabilized has the high smoke point and desirable neutral flavor that American housewives demand in cooking fats. That's why more and more packers are making the lard-to-shortening transition via Votator processing apparatus.

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Developed and built by the producers of VOTATOR Chilling and Plasticizing Apparatus.

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EVERY ANIMAL WITH THE SAME
AMOUNT OF

BINDING ALBUMIN

WHICH IS SO NECESSARY TO
GOOD SAUSAGE PRODUCTION



BULL MEAT . . .

usually has all the binding
qualities for which the
sausage maker is looking—
but with bull meat prices
so high, more low-priced
meats have to be used,
such as

COW MEAT AND FAT PORK TRIMMINGS

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Solution
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Yes, all the strength and moisture resis-
tance needed to safely carry your meat
products to the consumer are found in
this NEW inexpensive Barrel Lining.

For fresh meat, these scientifically tested
and approved barrel linings will help to
reduce shrinkage, retain bloom, prevent
wood absorption and help to maintain
cooler temperatures.

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will prevent dirt, wood and rust particles
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necessary. Don't trim away your profits!

Barrel Linings in a wide variety are avail-
able for:

- Shipments of smoked meats.
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Without obligation, write now for infor-
mation relative to your specific require-
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Hog, Cattle Slaughter Drops 3 Per Cent as Weekly Inspected Meat Output Decline Continues

MEAT production under federal inspection during the week ended August 19 totaled 269,000,000 lbs., the United States Department of Agriculture estimated this week. There was a 3 per cent drop for cattle and hog slaughter and total production also fell

Calf slaughter of 104,000 head was the same as the preceding week but fell below the 127,000 for the week last year. Output of inspected veal was 13,700,000 in each of the two weeks this year and 17,100,000 lbs. a year ago.

Hog slaughter of 758,000 head was

at 227,000 head, but was below the 244,000 head killed a year ago. Production of lamb and mutton for the three weeks amounted to 9,800,000, 9,800,000 and 10,400,000 lbs., respectively.

ARGENTINA, BRITAIN STILL APART ON MEAT PRICE PACT

Argentine meat shipments to the United Kingdom continue to be suspended due to failure of the two governments to arrive at a satisfactory price, according to the Office of Foreign Agricultural Relations. The Argentine delegation insists on an increase of over 40 per cent from the contract price of 12c per lb. to around 17c per lb. for all types of carcass beef and mutton and lamb, while the British remain firm in their decision to lower the price to about 11c per lb.

The first year of the five-year agreement expired on June 30, 1950, but Argentina continued to ship meat to the U.K. until July 21 at a price subject to readjustment to conform with that agreed upon in negotiations for the second year of the contract. Packers in Argentina are expecting to curtail their slaughtering, as cold storage facilities are near capacity. The trade expects that some of the beef ordinarily shipped to the United Kingdom will be diverted to production of canned beef.

MEAT SCRAP OUTPUT HIGH IN SECOND QUARTER OF '50

The relatively large quantity of 150,251 tons of meat scraps and the relatively small quantity of 38,336 tons of digester tankage were produced in the April-June quarter of 1950, according to reports of producers to the Bureau of Agricultural Economics. In the six-year series of data available, production of meat scraps in the April-June quarter exceeded the current output only in 1949, when the total was 150,366 tons. The 1950 production of digester tankage is smallest of record for the quarter, except in 1946, though only slightly less than in 1949.

During the first six months of 1950, meat scraps production was reported at 293,573 tons, compared with 293,999 tons in the first half of 1949 and smaller quantities in earlier years. Production in each of the six months was relatively large, with that in May largest for the month in the six years of record. Tankage production of 80,463 tons is smaller than in the first half of any of the preceding five years of record, although the outturn in May was the largest ever recorded for the month.

CHICAGO PROV. SHIPMENTS

Provision shipments by rail from Chicago during the week ended August 19:

	Week Aug. 10	Previous week	Cor. wk. 1949
Cured meats, pounds	20,808,000	18,760,000	20,799,000
Fresh meats, pounds	27,523,000	29,687,000	40,106,000
Lard, pounds	8,529,000	9,978,000	8,308,000

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION¹

Week Ended	Beef		Veal		Pork (excl. lard)		Lamb and mutton		Total meat Prod. mil. lb.
	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	
Aug. 19, 1950.....	240	133.2	104	13.7	758	112.2	227	9.8	268.9
Aug. 12, 1950.....	256	135.9	104	13.7	781	118.7	227	9.8	278.1
Aug. 20, 1949.....	281	147.5	127	17.1	755	100.6	244	10.4	284.6

AVERAGE WEIGHTS (LBS.)

Week Ended	Cattle		Calves		Hogs		Sheep & lamb		LARD PROD. Per 100 mil. lbs.	Total mil. lbs.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed		
Aug. 12, 1950.....	972	535	230	132	267	145	83	43	14.6	29.5
Aug. 5, 1950.....	966	531	230	132	272	152	82	43	14.3	30.4
Aug. 20, 1949.....	963	525	243	135	261	145	91	43	14.5	29.5

¹1950 production is based on the estimated number slaughtered for the current week and average weights of the preceding week.

3 per cent under the 278,000,000 lbs. recorded a week earlier and 6 per cent below that in the same week last year.

Cattle slaughter of 249,000 head was 3 per cent less than the 256,000 animals killed the preceding week and 11 per cent less than the 281,000 slaughtered in the same week in 1949. Beef production was 133,000,000 lbs., compared with 136,000,000 reported a week earlier and 148,000,000 a year earlier.

3 per cent below the 781,000 for the preceding week but about the same as the 755,000 killed in the week in 1949. Production of pork was 112,000,000 lbs., compared with 119,000,000 for the preceding week and 110,000,000 processed the same week last year. Lard production was 29,500,000 lbs., compared with 30,400,000 lbs. the previous week and 28,500,000 last year.

Sheep and lamb slaughter held steady

ONLY MEDIUM WEIGHT HOGS SHOW IMPROVED CUTTING MARGIN

(Chicago costs and credits, first three days of week.)

Hog prices were generally \$1 higher this week. The value of pork, however, increased for medium weights only. This resulted in poorer margins for light and heavy hogs, while mediums showed a margin improvement of 18c. The light hog margin was plus 17c.

This test is computed for illustrative purposes only. Each packer should figure his own test, using actual costs, credits, yields and realizations. The values reported here are based on available Chicago market figures for the first three days of the week.

—180-220 lbs.—				—220-240 lbs.—				—240-270 lbs.—				
Value				Value				Value				
Pct. live wt.	Price per lb.	per cwt. alive	per cwt. fin. yield	Pct. live wt.	Price per lb.	per cwt. alive	per cwt. fin. yield	Pct. live wt.	Price per lb.	per cwt. alive	per cwt. fin. yield	
Skinned hams	12.5	51.3	\$ 6.41	\$ 9.29	12.5	51.4	\$ 6.43	\$ 9.10	12.9	51.3	\$ 6.61	\$ 9.29
Picnics	5.6	36.2	2.03	2.93	5.4	34.9	1.88	2.69	5.3	34.2	1.80	2.52
Boston butts	4.2	45.2	1.90	2.76	4.1	44.7	1.83	2.59	4.1	46.3	1.64	2.30
Loins (blade in)	10.1	58.3	5.80	8.51	9.8	54.9	5.38	7.63	9.7	43.8	4.24	5.87
Lean cuts			\$16.23	\$23.49			\$15.52	\$22.01			\$14.29	\$19.98
Bellies, S. P.	11.0	35.8	3.94	5.09	9.5	35.5	3.38	4.79	8.9	31.4	1.22	1.73
Bellies, D. S.					2.1	24.5	.52	.74	8.5	24.5	2.08	2.94
Fat backs					3.2	11.8	.39	.53	4.5	12.0	.54	.77
Plates and jowls	2.9	15.6	.45	.66	3.0	15.6	.47	.66	3.4	15.6	.53	.75
Raw leaf	2.2	13.4	.29	.43	2.2	13.4	.29	.42	2.2	13.4	.29	.43
P. S. lard, rend. wt.	13.7	14.3	1.96	2.85	12.2	14.3	1.74	2.47	10.1	14.3	1.44	2.08
Fat cuts & lard			\$ 6.64	\$ 9.63			\$ 6.79	\$ 9.61			\$ 6.10	\$ 8.70
Spareribs	1.6	38.3	.61	.89	1.6	27.8	.44	.63	1.6	18.8	.30	.41
Regular trimmings	3.2	31.3	1.00	1.47	2.9	31.3	.91	1.31	2.8	31.3	.88	1.28
Feet, tails, etc.	2.0	10.7	.21	.31	2.0	10.7	.21	.30	2.0	10.7	.21	.30
Offal & misc.			.96	1.30			.90	1.28			.90	1.27
Total yield & value	69.0		\$25.50	\$37.00	70.5		\$24.77	\$35.14	71.9		\$22.68	\$31.94
Per cwt. alive			\$24.35		Per cwt. alive		\$24.72		Per cwt. alive		\$24.60	
Condemnation loss			.12		Per cwt. fin. yield		.12		Per cwt. fin. yield		.12	
Handling and overhead			.95		Per cwt. fin. yield		.83		Per cwt. fin. yield		.75	
TOTAL COST PER CWT.			\$25.42	\$36.84	TOTAL COST PER CWT.		\$25.67	\$36.41	TOTAL COST PER CWT.		\$25.47	\$35.87
TOTAL VALUE			\$25.50	\$37.00	TOTAL VALUE		\$24.77	\$35.14	TOTAL VALUE		\$22.68	\$31.94
Cutting margin			+.17	+.25	Cutting margin		—\$.90	—\$.17	Cutting margin		—\$.27	—\$.03
Margin last week			+.37	+.54	Margin last week		—1.08	—1.53	Margin last week		—2.72	—3.83

MEAT and SUPPLIES PRICES

CHICAGO

WHOLESALE FRESH MEATS

CARCASS BEEF

(L.c.l. prices)

Native steers—	Aug. 23, 1950	
Choice, 600/800	per lb.	47½
Good, 500/700		46½ @ 47½
Good, 700/900		45½ @ 46½
Commercial, 500/700		45n
Commercial		
cows, 500/800		38½ @ 39½
Can. & Cut. cows,		
north, 350/up		38½ @ 38½
Bologna bulls, 600/up		42½ @ 43

STEER BEEF CUTS

500/800 lb. Carcasses

(L.c.l. prices)

Choice:		
Hinds & ribs	55	@ 61
Hindquarters	53	@ 55
Rounds	50	@ 53
Loins, trimmed	77	@ 80
Loins & ribs (nets)	71	@ 73
Forequarters	41	@ 43
Backs	42	@ 46
Chucks, square cut	44	@ 47
Ribs	60	@ 62
Briskets	41	@ 43
Navels	24	@ 28

Good:		
Hinds & ribs	54	@ 58
Hindquarters	52	@ 54
Rounds	49	@ 53
Loins, trimmed	73	@ 75
Loins & ribs (nets)	66	@ 68
Forequarters	40	@ 43
Backs	43	@ 46
Chucks, square cut	44	@ 47
Ribs	53	@ 55
Briskets	41	@ 43
Navels	24	@ 28
Plates	29	@ 30
Hind shanks	22	
Fore shanks	31	@ 33
Bull tenderloins, 5/up	1.03	@ 1.05
Cow tenderloins, 5/up	1.03	@ 1.05

BEEF PRODUCTS

(L.c.l. prices)

Tongues, No. 1, 3/up,	fresh or frozen	31	@ 34
Tongues, No. 2, 3/up,	fresh or frozen	24	@ 27
Brains		7	@ 7½
Hearts		53	@ 54
Livers, selected		54	@ 56
Livers, regular		43	@ 45
Tripe, scalded		13½	@ 13½
Tripe, cooked		18½	@ 18½
Kidneys		12	@ 13
Lips, scalded		39	@ 41
Lips, unscalded		17	@ 18
Lungs		10	
Melts		8	
Udders		10	

BEEF HAM SETS

(L.c.l. prices)

Knuckles, 8 lbs. up,	bone in	56	@ 56½
Insides, 12 lbs. up,		54	@ 54½
Outsides, 8 lbs. up,		54	@ 54½

FANCY MEATS

(L.c.l. prices)

Beef tongues, corned	38	@ 41
Veal breads, under 6 oz.	72	
6 to 12 oz.	74	
12 oz. up	83	
Calf tongues	23	@ 25
Lamb fries	80	
Ox tails, under ¾ lb.	19½	
Over ¾ lb.	14½	

WHOLESALE SMOKED MEATS

(L.c.l. prices)

Hams, skinned, 14/16 lbs.,	wrapped	58½	@ 60
Hams, skinned, 14/16 lbs.,	ready-to-eat, wrapped	60	@ 62½
Hams, skinned, 16/18 lbs.,	wrapped	58½	@ 59
Hams, skinned, 16/18 lbs.,	ready-to-eat, wrapped	58	@ 61½
Bacon, fancy trimmed,	brisket off, 8/10 lbs.,	40	@ 50
Bacon, fancy, square cut,	seedless, 12/14 lbs.,	46	@ 47
Bacon, No. 1 sliced, 1-lb.,	open-faced layers	53	@ 58½

CALF & YEAL—HIDE OFF

(L.c.l. prices)

Choice, 80/150	48	@ 51
Choice under 200 lbs.	40	@ 50
Good, 80/150	43	@ 46
Good, under 200 lbs.	42	@ 47
Commercial, 80/150	42	@ 45
Commercial, under 200 lbs.	42	@ 45
Utility, all weights	38	@ 40

FRESH PORK AND PORK PRODUCTS

(L.c.l. prices)

Hams, skinned, 10/16 lbs.	52½	@ 53
Pork loins, regular		
under 12 lbs.	61	@ 61½
Pork loins, boneless	60	@ 61
Shoulders, skinned, bone in,		
under 16 lbs.	40½	@ 41n
Picnics, 4/6 lbs.	37½	
Picnics, 6/8 lbs.	36½	
Boston butts, 4/8	47	@ 47½
Boneless butts, c.t., 2/4	50½	@ 51
Tenderloins	79	@ 81
Neck bones	14½	@ 15
Livers	24½	@ 25
Kidneys	15½	@ 16
Brains, 10 lb. pails	19	@ 19½
Ears	7½	@ 8
Snouts, lean in	11	
Feet, front	7½	@ 7½

CARCASS SPRING LAMBS

(L.c.l. prices)

Choice, 40/50	51	@ 53
Good, 40/50	50	@ 52
Commercial, all weights	47	@ 49

CARCASS MUTTON

(L.c.l. prices)

Good, 70/down	28	@ 30
Commercial, 70/down	27	@ 28
Utility, 70/down	26	@ 27

SAUSAGE MATERIALS—FRESH

(L.c.l. prices)

Pork trim., reg.	32½	@ 33
Pork trim., guar. 50% lean	33	@ 34
Pork trim., spec.		
85% lean	49½	@ 50½
Pork trim., ex. 85% lean	50½	@ 51
Pork cheek meat, trmd.	41½	@ 42½
Pork tongues, c.t., bone in	28	@ 29
Bull meat, boneless	53½	@ 54
Bone cut cow meat, f.c., C.C. 50	51	
Cow chucks, boneless	51	
Beef trimmings, 85-90%	46	@ 46½
Beef head meat	39	@ 40
Beef cheek meat, trmd.	30	@ 40
Shank meat	52	
Veal trimmings, bone in	49	@ 49½

SAUSAGE CASINGS

(F. O. B. Chicago)

(L.c.l. prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 1½ to		
1½ in., 180 pack	55	@ 70
Domestic rounds, over 1½		
in., 140 pack	60	@ 1.10
Export rounds, wide, over		
1½ in.	1.40	@ 1.50
Export rounds, medium,		
1½ to 1½ in.	1.00	@ 1.05
Export rounds, narrow,		
1 in. under	1.00	@ 1.25
No. 1 weasands, 22 in. up	10	@ 14
No. 1 weasands, 22 in. up	5	@ 8
No. 2 weasands	5	@ 7½
Middles, sewing, 1½		
2 in.	1.00	@ 1.30
Middles, select, wide,		
2½ to 2½ in.	1.20	@ 1.40
Middles, select, extra,		
2¼ to 2¼ in.	1.80	@ 2.00
Middles, select, extra,		
2½ in. & up	2.30	@ 2.70
Beef bungs, export No. 1	38	@ 40
Beef bungs, domestic	25	@ 28
Dried or salted bladders,		
per piece:		
12-15 in. wide, flat	23	@ 25
10-12 in. wide, flat	14	@ 17
8-10 in. wide, flat	5	@ 7
Pork casings:		
Extra narrow, 29 mm. &		
dn.	3.75	@ 3.85
Narrow, mediums, 29	32	
mm.	3.75	@ 3.85
Medium, 32 to 35 mm.	3.00	@ 3.15
Spc. medium, 35 to 38 mm.	2.25	@ 2.55
Wide, 38 to 43 mm.	2.05	@ 2.25
Export bungs, 34 in. cut	29	@ 32
34 in. cut	17	@ 21
Medium prime bungs,		
34 in. cut	10	@ 17
Small prime bungs	9	@ 10
Middles, per set, cap off	50	@ 79

DRY SAUSAGE

(L.c.l. prices)

Cervelat, ch. hog bungs	95	@ 99
Thuringer	55	@ 63
Farmer	80	@ 84
Holsteiner	80	@ 84
B. C. Salami	89	@ 91
B. C. Salami, new con.	55	@ 58
Genoa style salami, ch.	93	@ 95
Pepperoni	82	@ 84
Mortadella, new condition	62	
Italian style hams	79	@ 84
Appiccata (cooked)	81	@ 85

DOMESTIC SAUSAGE

(L.c.l. prices)

Pork sausage, hog casings	51½	@ 52
Pork sausage, bulk	48	
Frankfurters, sheep casings	52	@ 58
Frankfurters, hog casings	55	
Frankfurters, skinless	48½	@ 51
Bologna, artificial casing	46	@ 49
Bologna, artificial casing	45	@ 47
Smoked liver, hog bungs	45	@ 49
New Eng. lunch, specialty	63	@ 67
Minced luncheon spec.	48	@ 50
Tongue and blood	47	@ 48
Blod sausage	43	
House	33	
Polish sausage, fresh	41	@ 58
Polish sausage, smoked	54	@ 58

SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	30	34
Resifted	32	36
Chili powder	37	
Chili pepper	36 @ 39	
Ginger, Zanzibar	40	42
Ginger, Java	76	84
Clove, African	65	67
Cochin		
Mace, fcy. Banda		
East Indies	1.75	
West Indies	1.50	
Mustard, flour, fcy.	30	
No. 1	26	
West India		
Suiting	58	
Paprika, Spanish	48 @ 64	
Pepper, Cayenne	72	
Red, No. 1	62	
Pepper, Packers	2.95	3.40
Pepper, white	3.60	3.76
Malabar	2.95	3.32
Black Lampang	2.95	3.32

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles August 22	San Francisco August 22	No. Portland August 22
FRESH BEEF: (Carcass)			
STEER:			
Good:			
500-600 lbs.	\$47.00 @ 48.50	\$48.00 @ 49.00	\$51.00 @ 52.00
600-700 lbs.	46.50 @ 47.50	47.00 @ 48.00	49.00 @ 50.00
Commercial:			
350-400 lbs.	45.00 @ 47.00	46.00 @ 47.00	47.00 @ 49.00
Utility:			
350-400 lbs.	41.00 @ 43.00	42.00 @ 44.00	43.00 @ 45.00
COW:			
Commercial, all wts.	38.00 @ 40.00	42.00 @ 44.00	39.00 @ 41.00
Cutter, all wts.	35.00 @ 36.00	38.00 @ 38.00	37.00 @ 37.00
FRESH CALF:			
Good:			
200 lbs. down	48.00 @ 51.00	46.00 @ 48.00	46.00 @ 48.00
Commercial:			
200 lbs. down	46.00 @ 47.00	42.00 @ 44.00	41.00 @ 42.00
SPRING LAMB (Carcass):			
Choice:			
40-50 lbs.	49.00 @ 50.00	49.00 @ 50.00	47.00 @ 48.00
50-60 lbs.	48.00 @ 49.00	48.00 @ 49.00	46.00 @ 47.00
Good:			
40-50 lbs.	49.00 @ 50.00	48.00 @ 50.00	47.00 @ 48.00
50-60 lbs.	47.00 @ 49.00	47.00 @ 48.00	46.00 @ 47.00
Commercial, all wts.	45.00 @ 46.00	44.00 @ 44.00	41.00 @ 44.00
Utility, all wts.		38.00 @ 44.00	38.00 @ 39.00
MUTTON (EWE):			
Good, 70 lbs. dn.	30.00 @ 32.00	28.00 @ 30.00	23.00 @ 25.00
Commercial, 70 lbs. dn.	30.00 @ 32.00	25.00 @ 28.00	21.00 @ 23.00
FRESH PORK CARCASSES: (Packer Style)			
80-120 lbs.	39.50 @ 41.00	37.00 @ 40.00	37.00 @ 39.00
120-160 lbs.	39.50 @ 41.00	37.00 @ 39.00	37.00 @ 39.00
FRESH PORK CUTS NO. 1:			
LOINS:			
8-10 lbs.	61.00 @ 64.00	62.00 @ 66.00	62.00 @ 64.00
10-12 lbs.	61.00 @ 64.00	60.00 @ 64.00	62.00 @ 64.00
12-16 lbs.	59.00 @ 63.00	58.00 @ 62.00	58.00 @ 59.00
PICNICS:			
4-8 lbs.		42.00 @ 44.00	
PORK CUTS NO. 1:			
HAM, Skinned:			
12-16 lbs.	55.00 @ 61.00	60.00 @ 62.00	59.00 @ 62.00
16-20 lbs.	54.00 @ 61.00	58.00 @ 60.00	59.00 @ 61.00
BACON, "Dry Cure" No. 1:			
6-8 lbs.	49.00 @ 54.00	54.00 @ 58.00	52.00 @ 54.00
8-10 lbs.	48.00 @ 52.00	52.00 @ 54.00	48.00 @ 52.00
10-12 lbs.	48.00 @ 52.00		
LARD, Refined:			
Tierces	18.00 @ 19.50		20.00 @ 21.50
50 lb. cartons & cans	18.50 @ 20.50	20.00 @ 21.00	
1 lb. cartons	19.50 @ 22.00	21.00 @ 22.00	20.50 @ 21.75

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**Forged Chrome Tool Steel Blade—Rosewood
Handle—Brass Rivets**

LAMSON & GOODNOW MFG. CO.
Shelburne Falls, Massachusetts

CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

F.O.B. CHICAGO OR		PICNICS		
CHICAGO BASIS		Fresh or F.F.A.		S.P.
THURSDAY, AUGUST 24, 1950				
REGULAR HAMS				
Fresh or Frozen		S.P.		
8-10	49 n	49 n		
10-12	49 n	49 n		
12-14	49 1/2 n	49 1/2 n		
14-16	49 1/2 n	49 1/2 n		
BOILING HAMS				
Fresh or Frozen		S.P.		
16-18	48 1/2 n	48 1/2 n		
18-20	44 n	44 n		
20-22	42 n	42 n		
SKINNED HAMS				
Fresh or F.F.A.		S.P.		
10-12	51 1/2	51 1/2 n		
12-14	52	52 n		
14-16	52	52 n		
16-18	51 n	51 n		
18-20	47 1/2	47 1/2 n		
20-22	44 1/2 @ 45 1/2	44 1/2 n		
22-24	43	43 n		
24-26	42 1/2 n	42 1/2 n		
26-30	42 1/2	42 1/2 n		
30/up, No. 2's	41			
OTHER D. S. MEATS				
Fresh or Frozen		Cured		
Regular plates .16 n		16 n		
Clear plates .12 n		12 n		
Square joints .10		10 @ 13 1/2 n		
Joint butts .18		18 n		
S. P. joints .17 1/2		17 1/2 @ 18 1/2 n		

LARD FUTURES PRICES

MONDAY, AUGUST 21, 1950				
Open	High	Low	Close	
Sept. 14.60	14.60	14.45	14.45a	
Oct. 14.52 1/2	14.57 1/2	14.42 1/2	14.42 1/2	
Nov. 14.45	14.45	14.25	14.25	
Dec. 14.75	14.82 1/2	14.65	14.65	
Jan. 14.85	14.85	14.67 1/2	14.67 1/2	

Sales: 4,520,000 lbs.

Open interest at close Fri., Aug. 18: Sept. 774, Oct. 428, Nov. 413, Dec. 503, Jan. 134; at close Sat., Aug. 19: Sept. 766, Oct. 435, Nov. 408, Dec. 505 and Jan. 134 lots.				
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TUESDAY, AUGUST 22, 1950

Sept. 14.35	14.37 1/2	14.17 1/2	14.30
Oct. 14.30	14.35	14.17 1/2	14.30
Nov. 14.17 1/2	14.25	14.05	14.25a
Dec. 14.55	14.62 1/2	14.37 1/2	14.57 1/2
Jan. 14.50	14.60	14.35	14.57 1/2

Sales: 8,560,000 lbs.

Open interest at close Mon., Aug. 21st: Sept. 764, Oct. 434, Nov. 403, Dec. 504 and Jan. 148 lots.				
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WEDNESDAY, AUGUST 23, 1950

Sept. 14.30	14.45	14.30	14.37
Oct. 14.35	14.47	14.35	14.42
Nov. 14.25	14.37	14.25	14.30
Dec. 14.60	14.72	14.60	14.65a
Jan. 14.60	14.70	14.60	14.65a

Sales: 7,120,000 lbs.

Open interest at close Tues., Aug. 22nd: Sept. 748, Oct. 421, Nov. 411, Dec. 481 and Jan. 148 lots.				
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THURSDAY, AUGUST 24, 1950

Sept. 14.47 1/2	14.47 1/2	14.37 1/2	14.42 1/2
Oct. 14.47 1/2	14.47 1/2	14.42 1/2	14.45b
Nov. 14.42 1/2	14.42 1/2	14.30	14.32 1/2
Dec. 14.80	14.80	14.67 1/2	14.72 1/2
Jan. 14.67 1/2	14.70	14.67 1/2	14.67 1/2

Sales: 4,200,000 lbs.

Open interest at close Wed., Aug. 23: Sept. 710, Oct. 429, Nov. 414, Dec. 501 and Jan. 149 lots.				
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FRIDAY, AUGUST 25, 1950

Sept. 14.47 1/2	14.52	14.45	14.47 1/2
Oct. 14.50	14.55	14.50	14.52 1/2
Nov. 14.40	14.45	14.40	14.40b
Dec. 14.77 1/2	14.82 1/2	14.75	14.75b
Jan. 14.82 1/2	14.82 1/2	14.77 1/2	14.77 1/2
Mar. 15.00			15.00a

Sales: About 5,500,000 lbs.

Open interest at close Thurs., Aug. 24: Sept. 692, Oct. 435, Nov. 409, Dec. 504 and Jan. 154 lots.				
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JULY CANADIAN SLAUGHTER

In its report of July 1950 slaughter of livestock in inspected plants in Canada, the Dominion Department of Agriculture gives the average dressed weight of hogs as 170.8 lbs.; cattle, 480.8 lbs.; calves, 119.1 lbs., and sheep and lambs, 47.1 lbs. These weights compare with 174.7, 484.9, 119.9 and 47.1 lbs., respectively, in July a year earlier. The numbers of livestock slaughtered during the two months were as follows:

	July 1950	July 1949
Cattle	105,078	115,552
Calves	71,417	72,592
Hogs	260,919	223,248
Sheep	29,455	59,894

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$18.75
Refined lard, 50-lb. cartons, f.o.b. Chicago	19.00
Kettle rend., tierces, f.o.b. Chicago	19.75
Leaf, kettle rend., tierces, f.o.b. Chicago	19.75
Lard flakes	20.00
Neutral, tierces, f.o.b. Chicago	20.00
Standard Shortening *N. & S.	23.00
Hydrogenated Shortening N. & S.	24.75

*Delivered.

WEEK'S LARD PRICES

	P.S. Lard	P.S. Lard	Raw Leaf
Aug. 21	14.62 1/2 a	14.25b	13.75n
Aug. 22	14.62 1/2 a	14.25a	13.75n
Aug. 23	14.62 1/2 n	14.25b	13.75n
Aug. 24	14.62 1/2 n	14.50a	14.00n
Aug. 25	14.62a	14.50	14.00n

MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS

CARCASS BEEF

(L.e.l. prices)

Aug. 22, 1950

Choice, 800 lbs./down	48	@49%
Good, 800 lbs./down	46	@48%
Commercial		
800 lbs./down	42	@44
Canner & cutter	37	@44%
Bologna bulls	44	@44%

BEEF CUTS

(L.e.l. prices)

Choice:		
Hinds & ribs	55	@59
Round, N. Y. Shank off	52	@53
Hips, full	59	@61
Top sirloins	62	@64
Short loins, untrimmed	60	@62
Chucks, non-kosher	47	@49
Ribs, 30/40 lbs.	60	@64
Briskets	39	@40
Flanks	23	@24
Good:		
Hinds & ribs	53	@57
Round, N. Y. Shank off	51	@52
Hips, full	57	@59
Top sirloins	62	@64
Short loins, untrimmed	63	@66
Chucks, non-kosher	47	@48
Ribs, 30/40 lbs.	57	@60
Briskets	39	@40
Flanks	23	@24

FANCY MEATS

Veal breads, under 6 oz.	65
6 to 12 oz.	80
12 oz. up	1.00
Beef kidneys	30
Beef livers, selected	78
Lamb fries	55
Oxtails, under 1/2 lb.	16
Oxtails, over 1/2 lb.	35

DRESSED HOGS

(L.e.l. prices)

Hog, gd. & ch., hd. on, 1/2 fat in	
100 to 136 lbs.	36 @36%
137 to 153 lbs.	36 @36%
154 to 171 lbs.	36 @36%
172 to 188 lbs.	36 @36%

FRESH PORK CUTS

(L.e.l. prices)

Hams, regular, 14/down	51n
Hams, skinned, 14/down	53 1/2 @53%
Picnics, 4/8 lbs.	37 1/2 @37%
Bellies, sq. cut, seedless	
8/12 lbs.	37 1/2 @38
Boston butts, 4/8 lbs.	48 @48 1/2
Spareribs, 3/down	40 @40 1/2
Pork trim., regular	53 @54
Pork trim., ex. lean, 95%	50 1/2 @51

Hams, regular, 14/down	51n
Hams, skinned, 14/down	53 @56
Shoulders, N. Y., 12/down	
Picnics, 4/8 lbs.	39 @41
Pork loins, 12/down	65 @68
Boston butts, 4/8 lbs.	50 @53
Spareribs, 3/down	47 @50
Pork trim., regular	58 @52

LAMBS

(L.e.l. prices)

Choice lambs	55 @61
Good lambs	54 @60 1/2
Legs, gd. & ch.	61 @65
Hindsaddles, gd. & ch.	61 @66
Loins, gd. & ch.	62 @66

MUTTON

(L.e.l. prices)

Good, under 70 lbs.	26 @28
Comm., under 70 lbs.	25 @28
Utility, under 70 lbs.	21 @23

VEAL—SKIN OFF

(L.e.l. prices)

Choice carcass	49 @51
Good carcass	47 @49
Commercial carcass	43 @46
Utility	

BUTCHERS' FAT

(L.e.l. prices)

Shop fat	24
Breast fat	34
Edible suet	34
Inedible suet	34

WESTERN DRESSED MEATS AT NEW YORK

TUESDAY, AUGUST 22, 1950

All quotation in dollars per cwt.

BEEF:	
STEER:	
350-500 lbs.	None
500-600 lbs.	None
600-700 lbs.	49.00-49.75
700-800 lbs.	48.00-49.00
Good:	
350-500 lbs.	None
500-600 lbs.	47.25-48.50
600-700 lbs.	47.00-48.00
700-800 lbs.	46.25-47.50
Commercial:	
350-600 lbs.	42.50-44.75
600-700 lbs.	42.00-44.50
Utility:	
350-600 lbs.	None
COW:	
Commercial, all wts.	37.00-40.50
Utility, all wts.	35.50-38.50
Cutter, all wts.	None
Canner, all wts.	None
VEAL—SKIN OFF:	
Choice:	
80-110 lbs.	40.00-51.00
110-150 lbs.	40.00-51.00
Good:	
50-80 lbs.	None
80-110 lbs.	47.00-49.00
110-150 lbs.	47.00-49.00
Commercial:	
50-80 lbs.	None
80-110 lbs.	43.00-45.00
110-150 lbs.	44.00-46.00
Utility, all wts.	None
CALF—SKIN OFF:	
Choice:	
200 lbs. down	None
200 lbs. up	None
Good:	
200 lbs. down	44.00-46.00
200 lbs. up	43.00-45.00
Commercial:	
200 lbs. down	41.00-43.00
200 lbs. up	41.00-42.00
Utility, all wts.	None
SPRING LAMB:	
Choice:	
30-40 lbs.	51.00-52.00
40-45 lbs.	51.00-52.00
45-50 lbs.	50.00-51.00
50-60 lbs.	49.00-50.00

30-40 lbs. 50.00-52.00

40-45 lbs.	49.00-50.00
45-50 lbs.	48.00-49.00
50-60 lbs.	48.00-49.00
Commercial, all wts.	45.00-46.00
Utility, all wts.	None

MUTTON (EWE): 70 lbs. down

Good	26.00-28.00
Commercial	25.00-26.00
Utility	21.00-23.00

FRESH PORK CUTS, LOINS NO. 1 (BLADELESS INCL.)

8-10 lbs.	62.00-65.00
10-12 lbs.	62.00-65.00
12-16 lbs.	57.00-60.00
16-20 lbs.	45.00-50.00

Butts, Boston Style:

4-8 lbs.	50.00-52.00
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Hams, Skinned, No. 1:

10-14 lbs.	53.00-55.00
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Spareribs, 3 lbs. down 44.00-47.00

CORN-HOG RATIO

The corn-hog ratio for barrows and gilts at Chicago during the week ended August 19 was 15.3, compared with 15.0 a week earlier and 16.4 in the corresponding week a year earlier. These ratios were based on No. 3 yellow corn selling for \$1.543, \$1.546 and \$1.232 per bu. during the three weeks, respectively. Barrows and gilts sold for \$23.62 per cwt. for the week of August 19, \$23.23 per cwt. during the previous week and \$20.26 per cwt. during the week a year earlier.



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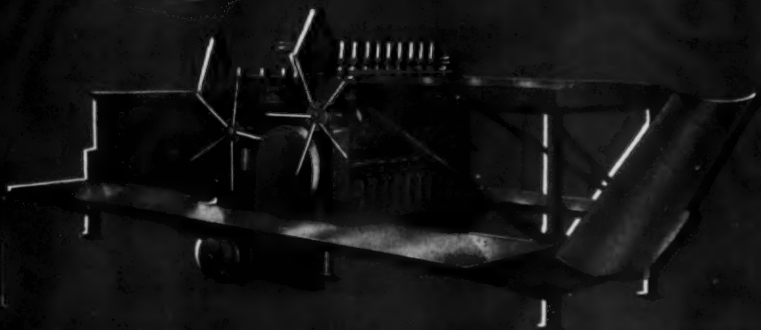
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GERMANTOWN, OHIO

BY-PRODUCTS....FATS AND OILS

TALLOW AND GREASES

Thursday, August 24, 1950

With improved dealer and exporter buying interest developing late last week and continuing into the current week, a firm to higher price trend was very pronounced and offerings were held for higher levels on wanted materials. Bids of 9½¢, f.a.s. East Coast, failed to bring out any sizeable lots and this was attributed in part to the fact that most producers of acceptable quality were sold up through August and were reluctant to make commitments for additional production in view of a firmer trend and probable higher prices in the immediate future.

The domestic soap market remained static early in the week, with materials moving into these channels at previously established levels of 8¢ fancy tallow, 7½¢ prime, 7½¢ choice white grease and 6¢ yellow grease, with apparent satisfactory supplies obtained as buyers were not inclined to reach for materials at prices beyond these levels.

Trading in the open market was slow and spotty, with only limited supplies available at bid prices. Top grades of greases tended to work upward with reported increased interest by industrial cutting oil producers, with heavier demand for cutting oils for growing defense production schedules. Early in the week choice white grease sold at 8½¢, A-white at 8¢, and B-white at 7½¢, all reported moving into consuming channels other than the soap industry.

At midweek export interest for material was aggressive, with reported bids of 10½¢ for extra fancy tallow, f.a.s. seaboard, for immediate shipment and 9½¢ for deferred shipment.

The East reported the market firm with the lower grades particularly strong and the domestic market unchanged. Dealer exporters were paying

premiums up to 1½¢ over the domestic market.

On the West Coast, the tallow market was quoted nominally at 8½¢ to 8¾¢ for fancy, 7½¢ to 8½¢ for prime, 7½¢ to 7¾¢ for special, and 6½¢ for yellow.

TALLOW: Thursday's quotations (carlots delivered Chicago and usual consuming points) were: Edible tallow, 10@10¼¢; fancy, 8½@9¼¢; choice, 8@9¼¢; prime, 8¼@8¾¢; special, 7¼@8¼¢; No. 1, 6½@6¾¢; No. 3, 5½@6¼¢, and No. 2, 5¼@5½¢.

GREASES: Thursday's quotations were: Choice white grease, 8½@9¢; A-white, 8@8¼¢; B-white, 7½@8¢; yellow, 6½@7¢; house, 6½; brown, 6¢, and brown (25 acid), 6¼¢.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammoniates

Ammonium sulphate, bulk, per ton, f.o.b.	
Production point	\$35.00
Blood, dried 16% per unit of ammonia	7.50
Unground fish scrap, dried,	
60% protein nominal f.o.b.	
Fish Factory, per unit	2.15
Soda nitrate, per net ton, bulk, ex-vessel	
Atlantic and Gulf ports	48.00
in 100-lb. bags	51.50
Fertilizer tankage, ground, 10% ammonia,	
10% B.P.L., bulk	nominal
Feeding tankage, unground, 10-12% ammonia,	
bulk, per unit of ammonia	7.50

Phosphates

Bone meal, steam, 3 and 50 bags,	
per ton, f.o.b. works	\$60.00
Bone meal, raw 4¼% and 50% in bags,	
per ton, f.o.b. works	65.00
Superphosphate, bulk, f.o.b. Baltimore,	
19% per unit	.76

Dry Rendered Tankage

50% protein, unground, per unit of protein	\$1.80
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EASTERN FERTILIZER MARKET

New York, August 24, 1950

All by-product markets declined during the week. Cracklings sold at \$1.80, f.o.b. New York, while tankage and blood were nominally quoted at \$7.50, f.o.b. New York.

The price of meat scraps has declined sharply; fishmeal was reported dull.

BY-PRODUCTS MARKETS

(Chicago, Thursday, August 24, 1950)

Blood

	Unit Ammonia
*Unground, per unit of ammonia	\$7.50

Digester Feed Tankage Materials

Wet rendered, unground, loose	
Low test	\$89.00n
High test	\$8.50
Liquid stick tank cars	4.20@4.50

Packinghouse Feeds

	Carlots, per ton
50% meat and bone scraps, bulk	\$110.00@125.00
55% meat scraps, bulk	110.00@121.00
50% feeding tankage, with bone, bulk	140.00n
60% digester tankage, bulk	110.00@125.00
80% blood meal, bagged	150.00
65% special steamed bone meal, bagged	80.00

Fertilizer Materials

High grade tankage, ground	\$7.50
Hoof meal, per unit, ammonia	7.00@7.25

Dry Rendered Tankage

	Per unit Protein
Cake	\$2.00
Expeller	2.00

Gelatine and Glue Stocks

Calf trimmings (limed)	\$ 1.75@ 2.00n
Hide trimmings (green, salted)	1.50
Cattle jaws, skulls and knuckles, per ton	60.00@ 65.00n
Pig skin scraps and trim, per lb.	7.50@ 8.00

Animal Hair

Winter coll dried, per ton	\$ 105.00
Summer coll dried, per ton	*70.00@ 75.00
Cattle switches, per piece	5@5½
Winter processed, gray, lb.	18n
Summer processed, gray, lb.	7½@8n

*Quoted delivered basis.

EDIBLE OIL SHIPMENTS

Total shipments of shortening and edible oil during July, 1950, were 297,023,000 lbs., compared with 217,797,000 lbs. in June and 224,831,000 lbs. in May, according to the Institute of Shortening and Edible Oils, Inc. Shortening shipments accounted for 49.7 per cent of the total July shipments; edible oil; 49.4 per cent; shipments to government agencies, .2 per cent, and shipments for commercial export, .7 per cent.

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STEDMAN FOUNDRY & MACHINE WORKS
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VEGETABLE OILS

Wednesday, August 23, 1950

Prices reached new highs for the year in the crude edible vegetable oil markets this week. Corn oil advanced $\frac{1}{2}$ c, while soybean oil and cottonseed oil were $\frac{1}{4}$ c higher. The largest advance, 3c, developed in peanut oil. Coconut oil, the only market to remain steady, held firm bids throughout the week. Despite the higher prices, a fair trade volume prevailed.

The government is reported to have sold its entire August vegetable oil supply and will move its September supply, an estimated 250 tanks, early next month.

CORN OIL: Product moved in good demand at 17 $\frac{1}{2}$ c late last week, causing higher offerings and, consequently, higher sales. At 18c, these trades were

the highest in 1950 to date. News of the record breaking price tended to reduce buying interest and sales at the new price became scarce. On Wednesday sellers were still asking 18c, but the results at this level were reported to be limited.

SOYBEAN OIL: Early this week sales were made at 14 $\frac{1}{2}$ c. At midweek sales were reported at 15c and this price remained the selling level for the rest of the week. Higher offerings were taken because of good demand.

PEANUT OIL: The 1950 high of 20 $\frac{1}{2}$ c was recorded late last Friday and resulted as a compromise from 20c bids and 21c offerings. Sales at the new high disappeared by noon Monday and 20 $\frac{1}{2}$ c became the asking price. Offerings at this price went unanswered on Wednesday.

COCONUT OIL: Late last week and early this week, 16 $\frac{1}{2}$ c was the sellers' level. A lack of buying interest caused sellers to lose interest. After the sellers were out of the market, a small demand developed and bids were raised to the 16 $\frac{1}{2}$ c level. On Wednesday buyers also lost interest and a nominal market resulted.

COTTONSEED OIL: Sales in this product also reached a new high for 1950, being reported at 18 $\frac{1}{2}$ c late last Friday in the Valley and Southeast. Texas cashed on a range from 18c to 18 $\frac{1}{2}$ c. On Monday Valley oil sold on an 18 $\frac{1}{2}$ c to 18 $\frac{1}{4}$ c range, with Texas oil selling for 18 $\frac{1}{2}$ c. Wednesday's closing quotations were as follows: Valley

and Southeast, 18 $\frac{1}{4}$ @18 $\frac{1}{2}$ c paid; Texas, 18c nominal.

The New York futures exchange prices for the first four days of the week were as follows:

MONDAY, AUGUST 21, 1950

	Open	High	Low	Close	Pr. Cl.
Sept.	20.75	20.85	20.55	20.55	20.90
Oct.	19.00	19.05	18.75	18.87	19.06
Dec.	18.23	18.55	18.25	18.38	18.42
Jan.	18.26	18.46	18.20	18.32	18.36
Mar.	18.33	18.50	18.20	18.33	18.43
May	18.05	18.12	18.10	18.11	18.17
July	17.90	18.00	17.90	17.90	18.11

Total sales: 267 lots.

TUESDAY, AUGUST 22, 1950

	Open	High	Low	Close	Pr. Cl.
Sept.	20.50	20.50	19.68	19.68	20.55
Oct.	18.78	18.85	18.47	18.46	18.87
Dec.	18.30	18.35	18.06	18.12	18.38
Jan.	18.22	18.27	18.00	18.05	18.32
Mar.	18.14	18.28	18.03	18.03	18.33
May	17.90	18.00	17.90	17.90	18.11
July	17.90	18.00	17.90	17.90	18.11

Total sales: 469 lots.

WEDNESDAY, AUGUST 23, 1950

	Open	High	Low	Close	Pr. Cl.
Sept.	19.70	20.35	19.67	20.33	19.68
Oct.	18.50	19.10	18.50	19.10	18.46
Dec.	18.15	18.62	18.15	18.60	18.12
Jan.	18.10	18.45	18.10	18.43	18.05
Mar.	18.05	18.42	18.17	18.42	18.03
May	17.90	18.00	17.90	17.90	18.11
July	17.90	18.00	17.90	17.90	18.11

Total sales: 518 lots.

THURSDAY, AUGUST 24, 1950

	Open	High	Low	Close	Pr. Cl.
Sept.	20.35	20.54	20.33	20.33	20.33
Oct.	19.10	19.22	19.05	19.05	19.10
Dec.	18.62	18.74	18.55	18.68	18.60
Jan.	18.45	18.51	18.40	18.50	18.43
Mar.	18.45	18.51	18.40	18.50	18.43
May	18.45	18.51	18.37	18.49	18.42
July	18.15	18.20	18.07	18.26	18.20

Total sales: 301 lots.

*Bid.

THE NATIONAL PROVISIONER DAILY MARKET SERVICE, coming to you every full trading day of the week, will pay for itself many times over.

VEGETABLE OILS

Wednesday, August 23, 1950

Crude cottonseed oil, carloads, f.o.b. mills	18 $\frac{1}{4}$ @18 $\frac{1}{2}$ pd
Valley	18 $\frac{1}{4}$ @18 $\frac{1}{2}$ pd
Southeast	18 $\frac{1}{4}$ @18 $\frac{1}{2}$ pd
Texas	18n
Corn oil in tanks, f.o.b. mills	18ax
Soybean oil, in tanks, f.o.b. mills	Midwest 15n
Peanut oil, f.o.b. Southern Mills	20 $\frac{1}{2}$ ax
Coconut oil, Pacific Mills	16 $\frac{1}{2}$ n
Cottonseed foots	2 $\frac{1}{2}$ n
Midwest and West Coast	2 $\frac{1}{4}$ n
East	2 $\frac{1}{4}$ n

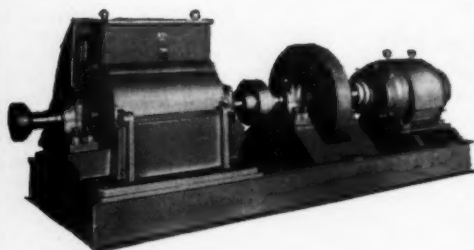
OLEOMARGARINE

Wednesday, August 23, 1950

Prices f.o.b. Chicago

White domestic vegetable	20
White animal fat	20
Milk churned pastry	26
Water churned pastry	25

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For the quick and easy reduction of condemned stock, shop fats, bones, and slaughter house offal. Made in 3 types and many sizes . . . one of which will suit your purpose exactly. Flywheel equipment, as shown, is optional. All machines can be furnished with structural steel bases. Write for complete information.

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PIQUA, OHIO

HIDES AND SKINS

Volume down, prices up — Market reverses last week's lower trend and recovers part of last week's losses — Hides generally 50c to \$1 higher with light cows showing the most strength — Outside markets also turn-about.

CHICAGO

PACKER HIDES: Revised estimates of last week's trading, including sales made after press time, put the volume at approximately 120,000, which made it one of the most active weeks in some time.

This heavy trade placed sellers in a good current position, and when demand proved to be unsatisfied, notwithstanding this volume, packers again asked higher prices and were able to get them. In fact, even at the higher prices, demand was in excess of supplies and at the close of the week there were unfilled bids for nearly all types of hides and in particular for light native cows.

In this week's trading, volume did not quite reach the 50,000 mark and was not concentrated to any extent in any one classification. Sales, with but a few exceptions, were for carload quantities and in many cases were of a cleanup nature. In addition to the reported trade there was an unestimated amount of trading on private terms, but it was felt that this trading conformed in general to the market pattern.

Light cows were the feature of the week with regard to both volume and higher prices; about 15,000 of these sold at prices 1@1½c above last sales. Heavy cows were in second position in volume, with close to 11,000 traded, and

at 30@30½c were steady to ½c above last week's market.

The balance of the trade was rather scattered. About 5,000 branded cows sold with Lake Charles at 27½c, while the balance sold at 27c. About 4,000 light native steers and about 7,000 heavy native steers sold. Prices were mixed with heavy steers bringing both 30 and 30½c and the lights at both 30½ and 31c. With the market strong, quotations are based on the top of these two ranges.

About three cars butts sold at 26c and three cars Colorado's sold 25c. Early in the week, two cars bulls sold 20c, Chicago, and then later, when the balance of the market was higher, two cars sold 19½c, Chicago. These later cars were not from best points or best packs so the market was not considered fully established at this price level.

CALFSKINS: Many were of the opinion that the market for skins was stronger this week, but no trading of any consequence developed to support this feeling. This was to be expected, however, because forward sales have been heavy and production continues to be light. About 2,000 northern kipskins were reported to have sold at 62½c, but this sale was not fully confirmed. Late

in the week about 5,000 Nashville kips sold at 63c with the overweights at 55c. In the outside packer market all skins were moving at higher levels.

WEST COAST: Late last week packer sold 5,000 branded cows at 26½c, Chicago basis, and this sale about cleared packers in this area for the balance of the month. About 1,500 steers sold 24½c and 23½c, select f.o.b. basis. The market here, like other outside markets, was stronger this week, but no trading had been reported at press time.

OUTSIDE SMALL PACKER: Like the packer market the small packer market did an about face and was generally 50c@\$1 higher. This was somewhat of a surprise in view of the weakness shown last week. Demand was good, but the volume of trading was only fair as it became evident, by the amount of hides available, that trading on the downswing was heavier than originally estimated.

Some trading was done following basis: Light hides, 42's, early 28c and later at both 28½c and 29c. The 45 average sold 28c, and the 55 average sold 26@26½c. The biggest improvement was noted in the 50@52 average and these sold at \$1 to \$1.50 above last week's prices. Several cars sold at 26½@27c. Early, a few cars bulls sold 16c, and later in the week sales were made at 16½@17c. There was interest in evidence for the 63@65 average and

CHICAGO HIDE QUOTATIONS

PACKER HIDES			
	Week ended Aug. 24, 1950	Previous Week	Cor. week, 1949
Nat. str.	30½@31	29½@30	24 @25½
Hy. Tex. str.	26	25 @25½	19½
Hy. butt			
brnd'd str.	26	25 @25½	19½
Hy. Col. str.	25	24½	19½
Ex-light Tex.			
str.	30n	30	26½
brnd'd cows	27	26½	21
Hy. nat. cows	30@30½	30	22½@23½
Lt. nat. cows	29 @30½	28 @29½	24 @25½
Nat. bulls	19½@20	19½	17
Brnd'd bulls	18½@19	18½	16
Calfskins, Nor.	70 @75	70	50½@62½
Kips, Nor. nat.	62½	60	47½
Kips, Nor. brnd.	60	57½	45
Slunks, reg.	3.85	3.85	2.45
Slunks, hris.	.90	.90	.75

CITY AND OUTSIDE SMALL PACKERS

41-42 lb. aver.	28½@29	28	28½	19 @22
50-52 lb. aver.	26½@27	25½@26	18 @21	
63-65 lb. aver.	25½	25n	14½@15	
Nat. bulls	17	17	13½@15	
Calfskins	55 @60	54 @56	41 @43	
Kips, nat.	40 @45	40	35 @36	
Slunks, reg.	3.25n	3.25n	1.50@1.75n	
Slunks, hris.	.60 @70	60 @70	.75	

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted selected, trimmed; slunks quoted flat.

COUNTRY HIDES

All weights				
50-52	23½@24	23	24	16½@18
Bulls	12 @13	12	13	12
Calfskins	33 @35	30 @32	25 @27	
Kipskins	31 @33	27 @28	23 @24	

All country hides and skins quoted on flat trimmed basis.

SHEEPSKINS, ETC.

Pkr. shearings, No. 1	8.50@8.65	8.45	2.75@3.00
Dry pelts	37 @38	37 @38	29 @31
untrmd.	12@12.75	12@12.75	10.25@10.75

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- ☐ Beef Clods
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- ☐ Shank Meat
- ☐ Beef Tenderloins
- ☐ K Butts
- ☐ Boneless Chucks
- ☐ Boneless Beef Rounds
- ☐ Insides and Outsides and Knuckles
- ☐ Short Cut Boneless Strip Loin
- ☐ Beef Rolls
- ☐ Boneless Barbecue Round

Look for the Cost Control Sign on all Barrels and Cartons

25c was bid, but these were very scarce and no sales were reported. Couple cars light country hides, about 42 average, sold 42c.

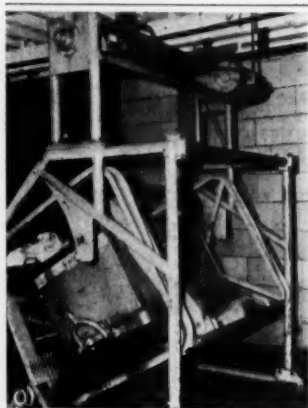
SHEEPSKINS: Prices in this market continue to move upward as supply continues insufficient to meet the heavy and steady demand for any and all types of shearlings. Trading was light during the week as most packers were able to offer just a limited amount of No. 1 shearlings and fall clips, with 2's and 3's almost out of the picture. Packers generally were processing their supply of "genuines."

Sales of No. 1 shearlings were made on \$3.50@3.65 range, while clips sold on \$3.75@3.90 range. In a car or two small amount of No. 2's were included at steady to stronger prices. Few No. 2's and 3's in cleanup sale moved at \$2.40 and \$1.90. Pickled skins and dry pelts were steady to strong and, like everything else, scarce.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended August 19, 1950, were 5,025,000 lbs.; previous week 5,136,000 lbs.; same week 1949, 5,482,000 lbs.; 1950 to date, 189,566,000 lbs.; corresponding period a year earlier, 229,007,000 lbs.

Shipments for the week ended August 19 totaled 4,828,000 lbs.; previous week, 3,892,000 lbs.; same week last year 5,041,000 lbs.; 1950 to date 148,795,000 lbs.; same period 1949, 165,072,000 lbs.



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Step up your production schedules with these packer-endorsed VAT DUMPERS... made by the first manufacturers in the field! There is no substitute for experience... so follow the lead of wise packers everywhere: put these experienced-backed MTC VAT DUMPERS to work for you! Write for details.

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WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

The live hog top of \$25.50 at Chicago was a new high since October 29, 1948; the average of \$22.75 was the highest since November 29, 1948. Provision prices were: Under 12 pork loins, 60@60½; 10/14 green skinned hams, 51½@52; 4/8 Boston butts, 46@46½; 16/down pork shoulders, 39½@40n; 3/down spareribs, 39@39½; 8/12 fat backs, 12½@13; regular pork trimmings, 32½@33; 18/20 DS bellies, 25½n; 4/6 green picnics, 37; 8/up green picnics, 33n. P.S. loose lard was quoted at 14.50; P.S. lard in tierces, 14.62n.

Cottonseed Oil

Futures quotations at New York: Sept. 20.52; Oct. 19.17; Dec. 18.70; Mar. 18.47; May 18.41; July 18.20b, 18.31a. Sales were 355 lots.

1949 Production and Use of Fats and Oils in France

France's domestic production, imports and consumption of animal and vegetable fats and oils may be somewhat larger this year than last, according to the American Embassy, Paris, though official forecasts have not been reported. Per capita consumption

of edible fats and oil during 1949 was about 15 per cent below prewar. The indicated 1950 increase over 1949 in livestock slaughter suggests a larger production of lard and other animal fats and tallow. Butter production has been larger this year than last and should continue to exceed 1949.

Among industrial products utilizing fats and oils, margarine, at 119,048,000 lbs. in 1949, was the only one to show an increase over prewar. The advance amounted to 8 per cent and the 1949 production was also higher than 1948.

COOLER-FREEZER OCCUPANCY

The percentage of public cooler space utilized on July 31 was unchanged from a month earlier at 60 per cent, according to the U.S. Department of Agriculture. This occupancy was seven points above that of a year earlier but eight points below average occupancy for this time of the year. A rise of three points since last month brought public freezer occupancy to 72 per cent on July 31, four points below normal. Last year at this time freezer space was only 63 per cent occupied. Cooler occupancy is expected to increase during August, and freezer utilization should advance one to three points according to the pattern established in previous seasons.

U. S. COLD STORAGE STOCKS ON JULY 31

	July 31, '50 pounds	Aug. 1 1949 pounds	July 1 1950 pounds	Aug. 1 5-yr. Av. 1945-49 pounds
Beef, frozen	52,559,000	60,310,000	52,523,000	104,044,000
Beef, in cure, cured & smoked	7,801,000	8,119,000	7,908,000	7,850,000
Total beef	60,480,000	68,429,000	60,431,000	111,894,000
Pork, frozen	191,467,000	168,529,000	249,949,000	169,500,000
Pork, dry salt in cure, cured	48,637,000	45,917,000	52,022,000	53,206,000
Pork, all other in cure, cured & smoked	136,395,000	152,597,000	166,790,000	147,007,000
Total pork	386,499,000	367,043,000	469,561,000	370,313,000
Lamb and mutton	6,010,000	6,651,000	6,081,000	9,449,000
Veal	5,602,000	7,198,000	6,860,000	6,715,000
All edible offal, frozen and cured	41,400,000	56,671,000	43,875,000	48,009,000
Canned meats and meat products	27,619,000	28,225,000	34,329,000	24,531,000
Sausage room products	10,610,000	12,984,000	11,623,000	16,498,000
Lard	114,777,000	94,313,000	134,128,000	114,352,000
Rendered pork fat	2,084,000	1,942,000	2,130,000	3,062,000

NOTE: These holdings include stocks in both cold storage warehouses and meat packinghouse plants. All holdings in the future will be reported as of close of business on the last day of the month. Preliminary figures. Trimmings formerly included with offal now included with appropriate type of meat. Not included in above figures are the following government-held stocks in cold storage outside of processors' hands as of July 31. Lard and rendered pork fat, 120,000 lbs. The revised figure for July 1 was 192,000 lbs.

FOOD MANAGEMENT INCORPORATED

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N. Y. HIDE FUTURES

MONDAY, AUGUST 21, 1950

	Open	High	Low	Close
Sept.	24.70b	25.15b
Oct.	25.15	25.25	25.10	25.15b
Jan.	24.25b	.....	.....	24.35b
Apr.	24.00b	.....	.....	24.50b
June ....	.....	.....	.....	.....
July '51 .....	.....	.....	.....	.....

Close: 20 to 70 points up; sales 17 lots.

TUESDAY, AUGUST 22, 1950

Sept.	25.00a	25.70	25.25	25.80b
Oct.	25.30	25.85	25.35	25.75b
Jan.	24.30a	25.09	24.00	25.09
Apr.	24.90a	25.00	25.00	25.00
June ....	.....	.....	.....	.....
July '51 .....	.....	.....	.....	.....

Close: 50 to 74 points higher; sales 59 lots.

WEDNESDAY, AUGUST 23, 1950

Sept.	25.85b	26.00	25.62	25.70a
Oct.	26.00b	26.05	25.75	25.75
Jan.	25.00b	25.15	24.95	24.85b
Apr.	24.85b	24.90	24.80	24.00b
June ....	.....	.....	.....	.....
July '51 .....	.....	.....	.....	.....

Close: 10 to 40 points lower; sales 26 lots.

THURSDAY, AUGUST 24, 1950

Sept.	25.50b	25.04	25.70	25.85b
Oct.	25.09	26.00	25.09	25.90
Jan.	24.75b	25.15	25.00	24.90
Apr.	24.35b	24.95	24.85	24.85b
June ....	.....	.....	.....	.....
July '51 .....	.....	.....	.....	.....

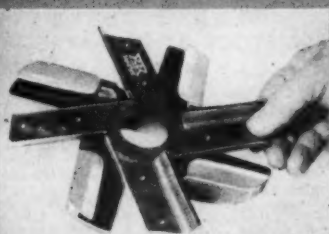
Close: 14 to 25 points higher; sales 48 lots.

FRIDAY, AUGUST 25, 1950

Sept.	25.05b	.....	.....	26.04b
Oct.	26.00b	.....	.....	26.12b
Jan.	24.80b	.....	.....	25.10b
Apr.	24.81b	24.85b
June
July '51

Close: unchanged to 25 points higher; there were no sales.

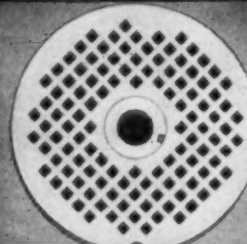
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LEADING PACKERS PROVE
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More than 400,000 lbs. of meat cut prove the new C-D TRIUMPH KNIFE with self-sharpening one-piece blade the best. A twist of the wrist ... locks the blade ... releases it in the patented C-D "Locktite" holder. NO PINS TO SHEAR!—SO SIMPLE TO CLEAN!

* NAMES ON REQUEST.

GUARANTEED **TRIUMPH PLATES!**

C-D TRIUMPH PLATES THE ONLY PLATES WITH A WRITTEN
GUARANTEE AGAINST RESHARPENING FOR 5 YEARS!

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**More and more meat packers
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● CLINTOSE insures the fixation of the desired red meat pigments, thus developing an appetizing natural color in various sausage items, wieners, hams, and other processed pork products.

Ask a Clinton salesman! Get his advice on the profitable uses of CLINTOSE.

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SAUSAGE • BOLOGNA
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LUNCHEON MEATS
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CLINTON

Clinton Foods, Inc.

CLINTON, IOWA

LIVESTOCK MARKETS

Weekly Review

SALABLE LIVESTOCK AT TWELVE MARKETS IN JULY

The USDA report of July receipts at the seven leading markets follows:

	July 1950	July 1949
Chicago	142,584	143,120
Kansas City	90,192	102,513
Omaha	120,906	113,273
E. St. Louis	58,010	60,671
St. Joseph	44,116	40,346
Sioux City	97,174	97,372
So. St. Paul	78,942	83,390
*Total	804,714	819,515

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

	July 1950	July 1949
Chicago	7,740	7,642
Kansas City	11,377	16,126
Omaha	2,730	5,283
E. St. Louis	26,411	28,908
St. Joseph	4,289	5,417
Sioux City	2,625	2,379
So. St. Paul	23,799	25,740
*Total	116,012	133,906

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

	July 1950	July 1949
Chicago	187,167	173,130
Kansas City	42,942	43,085
Omaha	133,450	123,462
E. St. Louis	186,599	182,310
St. Joseph	80,287	84,555
Sioux City	123,553	114,602
So. St. Paul	151,477	138,515
*Total	1,122,448	1,060,045

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

	July 1950	July 1949
Chicago	16,132	14,115
Kansas City	43,929	43,672
Omaha	33,060	38,891
St. Joseph	25,529	29,006
Denver	36,606	33,841
Oklahoma City	6,598	7,747
So. St. Paul	24,934	20,996
*Total	328,754	344,402

*Includes seven markets named, plus Cincinnati, Fort Worth, Indianapolis, E. St. Louis and Sioux City.

SHEEP BRANDING FLUID

After several years of research work, a branding fluid for sheep has been developed that is completely removed from wool by scouring, the Production and Marketing Administration of the U.S. Department of Agriculture has announced. The branding fluid combines two necessary characteristics: (1) it remains highly legible after months of exposure to rigorous climatic conditions and (2) it can be completely scoured from wool by the usual process.

LIVESTOCK AT 65 MARKETS

A summary of receipts and disposition of livestock at 65 public markets during July, 1950.

	Total receipts	Local slaughter	Total shipments
July, 1950	1,383,359	782,343	571,343
July, 1949	1,408,433	768,512	619,882
Jan.-July, 1950	9,373,079	5,199,242	4,025,441
Jan.-July, 1949	9,598,902	5,408,585	4,065,252
5-yr. av.	1,752,550	820,627	880,138

	Total receipts	Local slaughter	Total shipments
July, 1950	375,890	208,536	154,341
July, 1949	424,924	243,139	173,766
Jan.-July, 1950	2,661,087	1,536,840	1,051,461
Jan.-July, 1949	2,913,289	1,751,359	1,094,701
5-yr. av.	572,153	325,098	238,797

	Total receipts	Local slaughter	Total shipments
July, 1950	2,283,894	1,409,263	813,287
July, 1949	2,071,841	1,304,478	761,621
Jan.-July, 1950	19,776,721	13,193,946	6,473,968
Jan.-July, 1949	17,909,629	11,856,093	5,969,104
5-yr. av.	2,196,201	1,375,263	814,463

	Total receipts	Local slaughter	Total shipments
July, 1950	1,149,252	521,544	620,535
July, 1949	1,202,108	520,663	683,943
Jan.-July, 1950	7,939,004	3,828,197	4,063,209
Jan.-July, 1949	7,768,605	3,640,087	4,127,773
5-yr. av.	1,747,716	807,301	939,023

Note: Total receipts represent livestock movements at the specified markets including through shipments and direct shipments to packers when such shipments pass through the stockyards.

NETHERLANDS HOG NUMBERS

Total hog numbers in the Netherlands in May 1950 were 43 per cent larger than those of a year earlier and about 19 per cent above the 1939 level, according to the Office of Foreign Agricultural Relations. Sow numbers were 17 per cent larger than 1949 and 68 per cent above those of May 1939. Feeder pigs, however, showed the largest gain, about 107 per cent, over 1949. Hog numbers now total 1,855,000 head, compared with 1,298,000 head a year earlier and 1,553,000 head on the date in 1939. The availability of larger supplies of feed since 1947 has enabled the Netherlands to build numbers from the low of 857,000 head in 1947 to over 1,800,000 head this year.

SALABLE AND DRIVEN-IN RECEIPTS AT 65 MARKETS

The USDA reports the total salable and driven-in receipts at 65 public markets in July, 1950:

	July 1950	July 1949
Cattle	1,209,280	1,215,194
Calves	294,765	315,505
Hogs	1,640,255	1,534,239
Sheep	702,091	775,069

	July 1950	July 1949
Cattle	1,099,287	1,066,159
Calves	301,449	318,437
Hogs	1,712,390	1,629,504
Sheep	522,227	555,069

*Does not include through shipments and direct shipments to packers when such shipments pass through the stockyards.

Driven-in receipts at 65 public markets constituted the following percentages of total July receipts, which include through shipments and direct shipments to packers when such shipments pass through the stockyards: Cattle, 79.5; calves, 80.3; hogs, 76.7; and sheep, 45.4. These percentages compared with 75.7, 74.9, 78.7 and 46.2 per cent, respectively, in July, 1949.

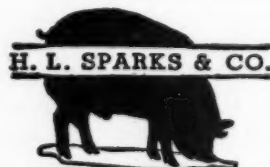
New Idea for Controlling Surpluses

A rather radical bill to control surpluses of farm commodities has been introduced into the House by Representative Horan (HR 9093). Registered producers, meeting in regional and national control boards, would regulate agricultural surpluses by issuing marketing certificates. The Secretary of Agriculture would be expected to notify the control boards the total quantity of each commodity needed during the following year.

The program would be administered by a National Farm Advisory Council, consisting of the Secretary of Agriculture and six members appointed by the President—three from agriculture, one from the food industries, one representing organized labor and one member who would represent consumers.

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INDIANAPOLIS, IND.
JONESBORO, ARK.
LAFAYETTE, IND.
LOUISVILLE, KY.
MONTGOMERY, ALA.
NASHVILLE, TENN.
OMAHA, NEBRASKA
SIOUX CITY, IOWA
SIOUX FALLS, S.D.



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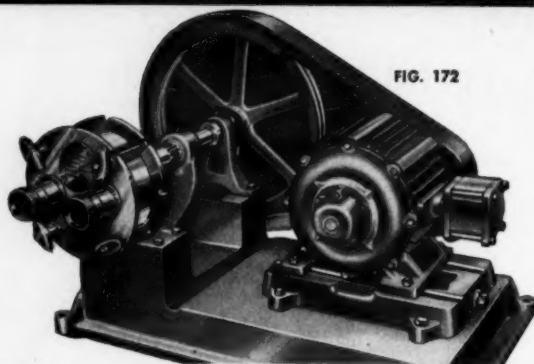


FIG. 172

For 3A approved pumping, look to the complete line of Viking "Sanitor" units. A popular model is the Fig. 172, conventional V-belt driven pump, shown here.

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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Wednesday, August 23, 1950, were reported by the Production & Marketing Administration as follows:

HOGS: (Quotations based on hard hogs) St. L. Natl. Yds. Chicago Kansas City Omaha St. Paul

BARROWS AND GILTS:					
Good and Choice:					
120-140 lbs.	.. \$19.00-21.25	\$18.00-21.00	\$.....	\$.....	\$.....
140-160 lbs.	.. 21.00-23.25	20.50-23.00	22.50-23.75	23.75-24.75	.....
160-180 lbs.	.. 23.00-24.75	22.50-24.25	23.00-25.00	24.50-25.50	21.50-24.75
180-200 lbs.	.. 24.25-25.00	24.00-24.75	24.50-25.25	25.25-26.00	21.50-24.75
200-220 lbs.	.. 24.85-25.25	24.75-25.00	25.00-25.35	25.50-26.00	25.00 only
220-240 lbs.	.. 24.75-25.25	24.75-25.00	25.00-25.35	25.50-26.00	25.00 only
240-270 lbs.	.. 24.00-25.00	24.50-25.00	24.50-25.25	24.75-25.75	23.25-25.00
270-300 lbs.	.. 23.00-24.50	23.50-24.75	23.75-24.75	24.00-25.00	23.25-25.00
300-330 lbs.	.. 22.50-23.25	23.00-24.00	23.25-24.25	23.00-24.25	.....
330-360 lbs.	.. 22.00-22.75	22.00-23.25	22.00-23.50	23.00-24.25	.....
Medium:					
100-220 lbs.	.. 21.75-24.75	21.00-24.00	23.00-25.00	23.00-25.25	.....

SOWS:					
Good and Choice:					
270-300 lbs.	.. 22.00-22.50	22.75-23.50	22.00-22.75	23.50-24.00	21.00-23.50
300-330 lbs.	.. 22.00-22.50	22.25-23.00	22.00-22.75	23.25-23.75	21.00-23.50
330-360 lbs.	.. 21.50-22.25	21.50-22.50	21.50-22.50	22.75-23.25	21.00-23.50
360-400 lbs.	.. 20.50-21.75	20.50-22.00	20.50-22.00	22.00-23.00	21.00-23.50

Good:					
400-450 lbs.	.. 20.00-21.25	20.00-20.75	20.00-21.00	21.25-22.25	19.00-21.25
450-550 lbs.	.. 18.00-20.75	19.00-20.25	19.00-20.50	20.50-21.50	19.00-21.25

Medium:					
250-550 lbs.	.. 17.25-21.75	18.00-22.50	18.25-21.50	19.75-23.25	.....

PIGS (Slaughter):					
Medium and Good:					
90-120 lbs.	.. 15.50-19.50	16.00-19.00	.....	.....	.....

SLAUGHTER CATTLE, VEALERS AND CALVES:

STEERS, Choice:					
700-900 lbs.	.. 30.00-31.50	30.50-31.75	30.25-31.75	30.50-31.50	30.50-32.00
900-1100 lbs.	.. 30.50-31.50	31.00-32.50	30.50-32.00	31.25-32.25	30.50-32.00
1100-1300 lbs.	.. 30.25-31.25	31.00-32.50	30.50-32.00	31.00-32.25	30.50-32.00
1300-1500 lbs.	.. 29.75-31.25	31.00-32.25	30.00-31.50	31.00-32.25	30.50-32.00

STEERS, Good:					
700-900 lbs.	.. 28.50-30.00	29.00-31.00	28.50-30.50	28.75-31.00	28.50-30.50
900-1100 lbs.	.. 28.50-30.50	29.00-31.00	28.50-30.50	28.75-31.00	28.50-30.50
1100-1300 lbs.	.. 28.50-30.00	29.00-31.00	28.50-30.50	28.75-31.00	28.50-30.50
1300-1500 lbs.	.. 28.00-30.00	29.00-31.00	28.25-30.25	28.75-31.00	28.50-30.50

STEERS, Medium:					
700-1100 lbs.	.. 24.00-28.50	25.00-29.00	24.50-28.50	24.75-28.75	24.00-28.50
1100-1300 lbs.	.. 24.00-28.25	24.50-29.00	24.25-28.50	24.75-28.75	24.00-28.50

STEERS, Common:					
700-1100 lbs.	.. 21.50-24.00	22.00-25.00	21.00-24.50	22.00-24.75	21.00-24.00

HEIFERS, Choice:					
600-800 lbs.	.. 30.00-31.00	29.75-30.75	29.75-31.00	29.75-30.75	29.50-30.50
800-1000 lbs.	.. 30.00-31.00	30.00-31.50	29.75-31.25	29.50-30.75	29.50-30.50

HEIFERS, Good:					
600-800 lbs.	.. 28.50-30.00	28.25-30.00	28.00-29.75	28.25-29.50	28.00-29.50
800-1000 lbs.	.. 28.00-30.00	28.25-30.00	28.00-29.75	28.25-29.50	28.00-29.50

HEIFERS, Medium:					
500-900 lbs.	.. 23.50-28.25	24.00-28.25	23.50-28.00	23.00-28.25	23.50-28.00

HEIFERS, Common:					
500-900 lbs.	.. 21.00-23.50	21.00-24.00	20.50-23.50	21.00-23.00	20.00-23.50

COWS (All Weights):					
Good					
.....	22.00-23.00	22.50-24.00	21.50-23.00	21.50-23.50	21.00-23.00
Medium					
.....	20.50-22.00	21.25-22.50	20.75-21.50	20.00-21.50	19.50-21.00
Common					
.....	19.50-20.50	19.75-21.25	20.00-20.75	19.25-20.00	19.00-19.50
Can. & cut.					
.....	15.00-19.50	16.00-20.00	16.50-20.00	16.00-19.25	16.50-19.00

BULLS (Yrly. Excl.): All Weights:					
Beef gd.					
.....	22.50-24.25	24.00-25.50	24.00-24.75	22.25-23.50	23.00-24.50
Sausage gd.					
.....	22.50-24.25	23.75-26.50	24.50-25.00	24.00-24.50	23.50-25.00
Sausage med.					
.....	21.50-22.50	24.50-25.75	21.50-24.50	22.25-24.00	22.00-23.50
Saus. cut. com.					
.....	18.50-21.50	21.00-24.50	19.00-21.50	19.50-22.25	18.00-22.00

VEALERS, All Weights:					
Good & choice					
.....	30.00-34.00	31.00-33.00	29.00-31.00	29.00-31.50	29.00-34.00
Common, med.					
.....	22.00-30.00	24.00-31.00	21.00-29.00	20.00-21.50	23.00-29.00
Cull 75 lbs. up					
.....	17.00-22.00	20.00-24.00	17.00-21.00	19.00-23.00	18.00-23.00

CALVES, (500 lbs. down):					
Good, choice					
.....	27.00-30.00	27.00-32.00	27.00-30.00	26.00-30.00	28.00-30.00
Com-med.					
.....	20.00-27.00	21.00-27.00	20.00-27.00	21.00-26.00	21.00-28.00
Cull					
.....	18.00-20.00	18.00-21.00	16.00-20.00	19.00-21.00	18.00-21.00

SLAUGHTER LAMBS AND SHEEP:					
SPRING LAMBS:					
Good & ch.*					
.....	27.00-28.00	27.00-28.00	27.00-27.50	26.50-27.50	27.00-27.75
Medium & gd.*					
.....	24.50-26.75	24.00-27.00	24.75-26.75	25.50-26.50	24.00-26.75
Common					
.....	21.00-24.00	17.00-23.50	21.50-24.50	24.50-25.50	.....

YRLG. WETHERS (Shorn):					
Good & ch.*					
.....	23.75-24.50	23.75-24.75	.....	.....	.....
Medium & gd.*					
.....	20.00-23.00	20.00-23.00	.....	.....	.....

EWES (Shorn):					
Good & ch.*					
.....	8.00-12.00	11.00-13.00	11.00-13.00	12.50-13.25	12.50-13.50
Com. & med.					
.....	6.50-10.50	10.00-11.00	10.00-11.00	11.00-12.50	9.00-12.25

*Quotations on woolled stock based on animals of current seasonal market weight and wool growth, those on shorn stock on animals with No. 1 and 2 pelts.

*Quotations on slaughter lambs and yearlings of good and choice grades and the medium and good grades and on ewes of good and choice grades as combined represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 abattoirs for week ending August 19, 1950:

CATTLE			Car. week.
	Week ended Aug. 19	Prev. week	
Chicago	19,752	19,108	24,040
Kansas City	17,893	19,355	26,454
Omaha	18,548	18,953	23,234
E. St. Louis	6,043	7,511	9,458
St. Joseph	7,460	7,456	10,795
Sioux City	8,130	8,678	11,122
Wichita	2,612	2,718	4,259
New York & Jersey City	6,109	6,427	6,782
Okla. City	5,062	6,597	8,943
Cincinnati	4,033	4,947	4,781
Denver	6,952	7,089	7,086
St. Paul	16,146	14,545	16,010
Milwaukee	2,677	2,732	3,548
Total	122,017	125,196	156,512

HOGS			Car. week.
	Week ended Aug. 19	Prev. week	
Chicago	32,844	32,593	34,141
Kansas City	11,415	9,395	10,468
Omaha	24,318	27,944	22,827
E. St. Louis	17,254	19,342	20,230
St. Joseph	15,062	16,263	13,251
Sioux City	13,268	10,416	9,678
Wichita	7,533	7,980	9,958
New York & Jersey City	35,883	32,781	32,804
Okla. City	7,813	9,551	7,810
Cincinnati	12,539	14,214	13,016
Denver	8,081	9,063	7,713
St. Paul	27,675	23,108	26,700
Milwaukee	4,248	4,024	4,877
Total	218,533	216,713	206,478

SHEEP			Car. week.
	Week ended Aug. 19	Prev. week	
Chicago	3,532	4,331	7,989
Kansas City	8,430	8,006	6,753
Omaha	11,061	10,679	12,048
E. St. Louis	5,726	6,714	9,090
St. Joseph	8,228	8,227	8,135
Sioux City	4,288	4,395	4,165
Wichita	966	1,357	1,389
New York & Jersey City	35,167	35,330	33,477
Okla. City	2,428	3,161	3,377
Cincinnati	928	529	721
Denver	13,118	14,415	16,528
St. Paul	3,817	3,236	6,143
Milwaukee	421	396	836
Total	98,110	100,776	110,521

*Cattle and calves.
†Federally inspected slaughter, including directa.
‡Stockyards sales for local slaughter.

§Stockyards receipts for local slaughter, including directa.

BALTIMORE LIVESTOCK

Prices at Baltimore, Md., on Thursday, August 24:

CATTLE	
Steers, med. & gd.	\$27.35@29.25
Steers, med.	24.25@27.00
Heifers, med.	25.00@26.00
Heifers, com. & med.	22.00@24.00
Cows, gd.	21.50@22.75
Cows, com. & med.	19.00@21.00
Cows, can. & cut.	15.00@18.50
Sausage bulls, com. & med.	22.00@24.00

CALVES	
Vealers, gd. & ch.	\$29.00@33.50
Com. & med.	21.00@28.00

HOGS	
Gd. & ch. 180-240	\$24.75@26.25
Sows, gd. & ch.	20.75@21.00

SHEEP	
Spring lambs, gd. & ch.	\$29.00 only

LIVESTOCK PRICES AT LOS ANGELES

Prices at Los Angeles, Calif., Thursday, August 24:

CATTLE	
Heifers, med. & gd.	\$26.00@28.50
Cows, med. & gd.	21.50@24.00
Cows, com.	19.50@21.00
Cows, can. & cut.	17.00@19.00
Sausage bulls, med. & gd.	24.50@26.00

CALVES	
Vealers, med. & gd.	\$28.00@32.00
Com. & med.	20.00@28.00

HOGS	
Gd. to ch. 200-240	\$27.25@28.00
Sows, med. & gd.	19.50@21.00

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods.

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Aug. 17	3,236	375	9,263	1,324
Aug. 18	1,024	206	6,218	661
Aug. 19	856	56	2,360	54
Aug. 21	10,356	465	10,132	2,753
Aug. 22	9,906	390	10,989	3,761
Aug. 23	10,232	452	8,677	1,933
Aug. 24	3,500	300	9,500	2,000

*Week so far. 10,454 1,607 39,278 10,447

	Cattle	Calves	Hogs	Sheep
Week ago	32,305	1,715	40,639	7,990
1949	36,479	2,696	45,360	14,192
1948	31,209	3,550	27,816	14,407

*Including 315 cattle, 21 calves, 8,561 hogs and 2,700 sheep direct to packers.

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Aug. 17	1,518	28	965	385
Aug. 18	921	...	1,227	499
Aug. 19	179	...	351	365
Aug. 21	2,536	...	578	603
Aug. 22	3,782	1,886	194	...
Aug. 23	3,313	65	251	1,338
Aug. 24	1,590	25	1,000	200

*Week so far. 10,631 90 3,715 2,335

	Cattle	Calves	Hogs	Sheep
Week ago	10,905	123	3,135	1,121
1949	14,906	233	4,113	940
1948	10,282	444	3,874	190

AUGUST RECEIPTS

	1950	1949
Cattle	120,651	153,248
Calves	6,871	13,478
Hogs	185,913	189,891
Sheep	32,511	40,822

AUGUST SHIPMENTS

	1950	1949
Cattle	43,316	56,571
Hogs	20,675	23,877
Sheep	4,005	2,771

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Thursday, Aug. 24:

	Week ended Aug. 24	Prev. week
Packers' purch.	30,375	31,977
Shippers' purch.	5,294	4,473
Total	35,669	36,450

CANADIAN KILL

Inspected slaughter in Canada, week ended August 12:

CATTLE		
	Week Ended August 12	Same Week Last Year
Western Canada..	11,934	13,574
Eastern Canada...	11,790	13,010
Total	23,724	26,584

HOGS		
Western Canada..	17,086	14,080
Eastern Canada...	38,977	31,812
Total	56,063	45,892

Total	96,063	45,892
SHEEP		
Western Canada..	4,316	4,625
Eastern Canada...	6,345	8,112
<hr/>		

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended August 18:

	Cattle	Calves	Hogs	Sheep
Salable	302	1,500	1,229	364
Total (incl. directa)	4,114	5,616	21,054	17,806
Previous week:	235	1,261	921	730
Total (incl. directa)	3,774	5,092	17,620	18,702

*Including hogs at 31st street.

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ending August 17:

	Cattle	Calves	Hogs	Sheep
Los Angeles	5,350	1,375	2,250	675
N. Portland	2,550	800	1,165	1,500
S. Francisco	1,050	130	1,650	4,300

LIVESTOCK PRICES AT TEN CANADIAN MARKETS

Average prices per cwt. paid for specified grades of steers, calves, hogs and lambs at ten leading markets in Canada during the week ended August 12 were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK YARDS	GOOD STEERS	VEAL CALVES	HOGS*	LAMBS
	Up to 1000 lb.	Good and Choice	Gr. B Dressed	Gd. Heavyweights
Toronto	\$28.00	\$30.50	\$31.35	\$29.27
Montreal	28.15	28.15	31.85	27.25
Winnipeg	27.45	29.50	33.10	27.46
Calgary	28.38	27.11	33.90	28.80
Edmonton	29.00	29.50	33.10	25.50
Pr. Albert	26.70	26.70	32.35	26.00
Moose Jaw	26.20	26.00	32.35	26.00
Saskatoon	25.80	27.00	31.85	26.40
Regina	25.60	25.60	32.35	26.40
Vancouver	29.00	29.00

*Dominion government premiums not included.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 19, 1950, as reported to THE NATIONAL PROVISIONER:

CHICAGO

Armour, 1,653 hogs; Swift, 437 hogs; Wilson, 3,121 hogs; Agor, 7,386 hogs; Shippers, 4,363 hogs; Others, 20,247 hogs.

Total, 19,752 cattle; 1,712 calves; 37,207 hogs; 3,532 sheep.

KANSAS CITY

Armour .. 2,634 004 1,192 1,923
Cudahy .. 2,411 388 1,381 1,092
Swift .. 3,659 1,021 2,640 3,397
Wilson .. 1,010 217 1,458 1,418
Central .. 1,136
Others .. 4,710 4 4,744 ..

Total .. 15,569 2,324 11,415 8,490

OMAHA

Armour .. 4,800 5,295 1,150
Cudahy .. 4,535 4,116 1,188
Swift .. 4,252 4,451 1,920
Wilson .. 2,528 2,938 369
Eagle .. 47
Grt. Omaha .. 81
Hofman .. 167
Rothschild .. 502
Roth .. 139
Klingan .. 1,084
Merchants .. 20
Midwest .. 67
Others .. 0,891

Total .. 18,321 20,491 4,627

E. ST. LOUIS

Armour .. 2,325 1,396 3,926 2,296
Swift .. 3,410 2,581 4,375 3,247
Hunter .. 900 .. 2,487 183
Hell 1,449 ..
Krey 2,896 ..
Laclede 1,382 ..
Sieloff 759 ..
Others .. 3,270 694 6,504 1,348
Shippers .. 3,559 1,278 15,377 764

Total .. 13,481 5,949 30,135 7,838

ST. JOSEPH

Swift .. 2,688 253 6,020 1,400
Armour .. 1,706 252 6,008 1,845
Others .. 3,778 266 4,178 500

Total .. 8,232 771 16,206 5,854

Does not include 289 cattle, 3,219 hogs and 2,883 sheep bought direct.

ST. LOUIS

Armour .. 2,448 15 4,268 849
Cudahy .. 3,456 24 4,689 880
Swift .. 2,066 7 1,671 757
Others .. 164 .. 2,487 183
Shippers .. 6,551 14 7,397 372

Total .. 14,085 60 18,025 2,858

WICHITA

Cudahy .. 931 265 2,304 966
Guggenheim .. 129
Dunn .. 41
Osterlag .. 92 .. 506 ..
Dold 8 .. 30 ..
Pioneer
Excel .. 635
Others .. 1,508 .. 327 478

Total .. 3,339 265 3,167 1,444

Does not include 511 cattle and 4,093 hogs bought direct.

OKLAHOMA CITY

Armour .. 1,588 268 768 350
Wilson .. 1,442 433 739 414
Others .. 75 .. 346 ..

Total .. 3,105 701 1,503 764

Does not include 918 cattle, 338 calves, 5,910 hogs and 1,664 sheep bought direct.

LOS ANGELES

Armour .. 235 .. 171 ..
Cudahy .. 331 .. 594 ..
Swift .. 301 111 76 ..
Wilson .. 159
Acme .. 147 49
Atlas .. 335
Clougherty .. 115 .. 119 ..
Coast .. 138 .. 376 ..
Harman .. 200
Luer 487 ..
Union .. 187
United .. 266 3 136 ..
Others .. 2,783 812 172 ..

Total .. 5,197 975 3,131 ..

CINCINNATI

Cattle Calves Hogs Sheep

Gall's 318
Kahn's 763
Lohrey
Meyer
Schlachter .. 94 93 .. 82
Northside
Others .. 3,315 946 14,685 2,217

Total .. 3,409 1,039 15,448 2,617
Does not include 376 cattle bought direct.

DENVER

Armour .. 967 77 2,907 3,703
Swift .. 1,453 67 1,348 5,258
Cudahy .. 963 23 1,972 2,037
Wilson .. 418
Others .. 2,859 170 2,514 1,747

Total .. 6,660 357 8,441 11,745

ST. PAUL

Armour .. 4,619 1,375 7,733 1,113
Bartusch .. 785
Cudahy .. 1,119 532 .. 643
Rifkin .. 770 7
Superior .. 1,388
Swift .. 5,309 1,178 11,172 1,824
Others .. 2,156 1,838 8,770 237

Total .. 16,146 4,931 27,675 3,817

FORT WORTH

Armour .. 948 2,026 1,662 2,047
Swift .. 801 1,707 1,054 1,871
Blue
Bonnet .. 325 34 115 ..
City .. 521 1
Rosenthal .. 358 133

Total .. 2,953 3,901 2,831 3,918

TOTAL PACKER PURCHASES

	Week ended Aug. 10	Prev. week, Aug. 10	Cor. week, 1949
Cattle	130,849	135,475	170,111
Hogs	211,075	217,894	197,149
Sheep	57,444	68,404	84,432

CORN BELT DIRECT TRADING

Des Moines, Ia., Aug. 24—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota:

Hogs, good to choice:

180-180 lb.	\$22.00@24.50
180-240 lb.	24.00@25.25
240-300 lb.	23.25@25.25
300-360 lb.	22.50@24.40

Sheep:

270-360 lb.	\$22.00@23.25
400-550 lb.	18.00@21.25

Receipts of hogs at Corn Belt markets were:

	This week estimated	Same day last wk. actual
Aug. 18	32,000	30,500
Aug. 19	27,500	28,000
Aug. 21	30,000	28,000
Aug. 22	27,000	23,000
Aug. 23	25,000	23,000
Aug. 24	23,000	29,000

LIVESTOCK RECEIPTS

Receipts at major markets:

AT 20 MARKETS, Week Ended:

	Cattle	Hogs	Sheep
Aug. 19	230,000	325,000	148,000
Aug. 12	228,000	356,000	155,000
1949	305,000	330,000	177,000
1948	255,000	258,000	212,000
1947	254,000	290,000	175,000

HOGS AT 11 MARKETS, Wk. Ended:

Aug. 19	260,000
Aug. 12	277,000
1949	263,000
1948	200,000
1947	238,000

AT 7 MARKETS, Week Ended:

Aug. 19	158,000	204,000	77,000
Aug. 12	157,000	226,000	82,000
1949	218,000	211,000	104,000
1948	168,000	165,000	121,000
1947	171,000	205,000	107,000

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U. S. D. A., Production & Marketing Administration)

STEER AND HEIFER: Carcasses

Week ending Aug. 19, 1950	11,204
Week previous	12,125
Same week year ago	13,116

COW:

Week ending Aug. 19, 1950	1,843
Week previous	2,036
Same week year ago	1,587

BULL:

Week ending Aug. 19, 1950	737
Week previous	857
Same week year ago	823

VEAL:

Week ending Aug. 19, 1950	12,733
Week previous	12,528
Same week year ago	13,425

LAMB:

Week ending Aug. 19, 1950	32,235
Week previous	39,775
Same week year ago	46,449

MUTTON:

Week ending Aug. 19, 1950	638
Week previous	728
Same week year ago	4,808

HOG AND PIG:

Week ending Aug. 19, 1950	8,514
Week previous	6,497
Same week year ago	6,193

PORK CUTS: Pounds

Week ending Aug. 19, 1950	1,252,018
Week previous	1,294,594
Same week year ago	1,653,494

BEEF CUTS:

Week ending Aug. 19, 1950	117,468
Week previous	148,185
Same week year ago	129,393

VEAL AND CALF CUTS:

Week ending Aug. 19, 1950	36,350
Week previous	16,168
Same week year ago	33,671

LAMB AND MUTTON CUTS:

Week ending Aug. 19, 1950	9,437
Week previous	5,585
Same week year ago	2,322

WEEKLY INSPECTED SLAUGHTER

Slaughter at 32 centers during the week ended August 19 was reported by the Production and Marketing Administration, U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep and Lambs
NORTH ATLANTIC				
New York, Newark, Jersey City	6,106	11,398	35,893	35,167
Baltimore, Philadelphia	5,917	1,968	20,891	1,150
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis	11,205	2,931	52,988	9,087
Chicago Area	22,756	5,130	53,737	9,480
St. Paul-Wisc. Group ¹	23,927	11,410	55,761	6,219
St. Louis Area ²	12,325	10,167	45,477	12,174
St. Paul City	8,497	85	15,201	6,337
Omaha	20,323	877	33,751	17,187
Kansas City	14,575	3,621	28,630	10,211
Iowa and So. Minn. ³	17,300	3,802	122,563	27,605
SOUTHEAST⁴	5,670	4,521	15,640	
SOUTH CENTRAL WEST⁵	18,352	8,487	40,160	15,647
ROCKY MOUNTAIN⁶	7,795	644	10,348	16,570
PACIFIC⁷	16,051	2,929	23,185	26,634
Grand Total	190,862	67,960	554,215	193,408
Total week ago	196,064	69,313	577,946	193,441
Total same week 1949	213,245	81,723	552,898	202,555

¹Includes St. Paul, Se. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ²Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ³Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Ia., and Albert Lea, Austin, Minn. ⁴Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁵Includes So. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., Ft. Worth, Texas. ⁶Includes Denver, Colo., Ogden and Salt Lake City, Utah. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

NOTE: Packing plants included in above tabulations slaughtered approximately the following percentages of total slaughter under federal meat inspection during July 1950—Cattle, 76.3; calves, 64.9; hogs, 73.7; sheep and lambs, 84.6.

SOUTHEASTERN RECEIPTS

Receipts of livestock at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Georgia; Dothan, Alabama; Jacksonville and Tallahassee, Florida, during the week ended August 18 were reported by the Production and Marketing Administration as follows:

	Cattle	Calves	Hogs
Week ended August 18	1,582	1,785	9,059
Week previous	1,843	1,640	7,072
Cor. week last year	1,765	1,018	6,284

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Size	Length	Width	Depth	Approx. Capacity
Junior	21"	13 1/2"	10"	65 Lbs.
Standard	32"	13 1/2"	10"	100 Lbs.
Large	36"	17"	14"	200 Lbs.
Extra Large	41"	17"	14"	225 Lbs.
Special	45 1/2"	22 1/2"	14"	325 Lbs.

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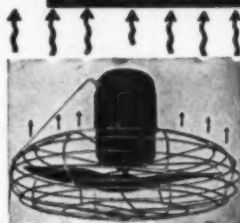
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We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points.

Sausage & Smokehouse Equipment

2571—TY-LINKER: Model #114, Ser. #980, guaranteed good cond.	\$1150.00
2522—SAUSAGE STUFFER: Buffalo, 300# cap., reconditioned-guaranteed	650.00
2497—SAUSAGE STUFFER: Anco, 100# cap. new cover & piston gaskets, complete with stuffing cock & tubes	325.00
2602—SAUSAGE STUFFER: Anco, 400# cap.	400.00
2606—HAND SAUSAGE STUFFER: Buffalo 54-B, 55# cap.	150.00
2500—ROCKFORD FILLER: Model A, (New—never used)	245.00
2504—SLICER: U. S. #23, Heavy duty with shagging conveyor & stainless steel conveyor table. Bids requested	
2493—FROZEN MEAT SLICER: Harris-Beybold, large cap. with 34" blade	550.00
2575—SILENT CUTTER: Boss #25 1/2, 175# cap. with 15 H.P. motor.	650.00
2542—BACON SKINNER: Anco, excellent cond.	700.00
2606—GRINDER: Buffalo #27, 27" bowl, cover measures 30" crated	325.00
2468—GRINDER: Stover, 1 1/2 HP. like new cond.	200.00
2466—GRINDER: Globe, 7 1/2 HP. like new	435.00
2465—GRINDER: Buffalo 7 1/2 HP. like new	425.00
2460—MIXER: Boss 1000# cap. 10 HP. motor, one side welded.	375.00
2473—KETTLES: (3) Aluminum, 100 gal. cap. jacketed half way. ea.	125.00
2540—CHILI LOAF PANS: (400) 12", stainless steel. ea.	1.20
2539—LOAF PANS: (375) Anco, #22, stainless steel, 18.5 enduro, special ea.	2.50

Kill Floor & Rendering

2487—HOG DEHAIRER: Boss, with 7 1/2 HP. motor & starter, cap. 60 hogs per hr.	\$ 775.00
2518—HOG HOIST: Boss 12" (NEW)	1050.00
2570—HOG CASING CLEANER: latest type, used only one week	1250.00
2457—TRIPLE WASHER: Anco, #42, 30" lg. with 1 1/2" perforation, 1 HP. gearhead motor, excellent cond.	825.00
2559—HASHER-WASHER: Globe, 12" lg. 30" wd. with 15 HP. motor	750.00
2482—TROLLEYS: (228) Hindquarter, galv. short hooks, black frame. ea.	.70
(61) Hindquarter, galv. short hooks, black frame. ea.	.65
(193) Forequarter, galv. long hooks, black frame. ea.	.80
2524—FRICTION BEEF DROPPER: (new—never used)	450.00
2572—BEEF SPLITTING SAW: Enterprise, 3/4 HP. with blades, counter weight & set of operating instructions	245.00
2596—BONE CRUSHER: Mechanical, recently overhauled. Bids requested	
2593—FILTER PRESS: 25 round plates, 12" size	275.00
2592—LARD ROLL: Brecht, 21x60, brine cooled	350.00
2462—CRACKLING PRESS: 225 Ton, 4 post, hydraulic, complete with double acting steam hydraulic pump, misc. parts	1475.00

Miscellaneous

2452—BOILER: 100 HP. Dutton Econo-therm, oil fired, packaged unit steam, model 3850EPC, used only 300 hours. Bids requested	
2608—PAK-ICER: Vilter, 5 Ton cap. recently reconditioned at Vilter Factory, in crate wrapped with paper. \$2300.00	
2507—AMMONIA COMPRESSOR: Frick 4x4 with 7 1/2 HP. motor, excellent cond. Bids requested	
2560—LABELER: Kyler Model #GG, adj. for 211 to 603 cans & 300 to 700 height, with 1/2 HP. motor	400.00
2206—BURN TYER: stainless steel, tab top for tying lamb, veal & beef rolls	425.00
2507—SUSPENSION SCALE: Toledo Dial, Model 3711, cap. 3000#	400.00

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WORKING FOREMAN: Restaurant and hotel supply house on the gulf coast of Texas, has opening for working foreman in cutting room. We cut lots of steaks filets, etc., as well as fabricate hotel cuts. Want man able to figure costs and percentages. Write, giving age, marital status, work record, salary received and desired, and recent snapshot if possible. W-255, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SAUSAGE FOREMAN

Wanted in a new modern plant in the middle west. 40,000% weekly capacity. Must be experienced in management and give information as to past experience, age and references. Permanent position. W-254, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

BEEF KILLING FOREMAN wanted for large midwestern plant. Slaughter beef, veal and lamb. Need practical man capable of handling help. A.F.L. union shop conditions. State age, qualifications, references and marital status in own handwriting. W-270, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FACTORY SUPERINTENDENT

With complete knowledge of smoked meat operation for large eastern processor. Must be willing to accept full responsibility with complete authority given. Top man required with knowledge of product control and uniformity. Reply giving personal history, experience and salary expected. W-271, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N. Y.

KILLING FLOOR SUPERINTENDENT

Responsible Texas packer killing cattle, calves, hogs, with newest, most up-to-date facilities in the industry needs man. Permanent, attractive position for person with necessary qualifications. W-258, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMAN: Experienced packinghouse salesman, resident of Detroit. Only those having personal contact with sausage manufacturers. Give full information and reference. W-259, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Fully experienced man who can cook raw materials and produce the top grades of edible tallow and crosses through a rendering plant. State qualifications in detail and send reply to box W-272, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

BEEF SUPERVISOR: Experienced, wanted by midwestern packer, to handle beef operations. Supervision will include chilling, boning and beef sales cooler. W-256, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Experienced and qualified sausage maker. Good salary and living accommodations available. Inquire or phone Antioch 7, Antioch, Ill.

HELP WANTED

SALES MANAGER

wanted

FOR PORK AND BEEF PLANT

Must know Ohio, West Virginia, Michigan, Pennsylvania, New York and eastern markets. Prefer man experienced in product control, uniformity and promotional packaging. This is a good job for a good man. Good salary and a share in the profits. All replies confidential.

W-172, THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago 5, Ill.

GENERAL MANAGER WANTED FOR PORK AND BEEF PLANT

Good salary and share of the profits. This position requires a top man, hard worker and credit minded. Applicant must be in similar position now. Wonderful opportunity. Plant volume over 10,000,000. Middle west location.

W-171, THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago 5, Ill.

EXECUTIVE

Modern meat packing plant in western Pennsylvania doing large volume of business. Needs experienced man for executive position. Must be familiar with all phases of costs, production and selling of home dressed beef, veal and lamb. Good future for right person. State experience, qualifications, age, references and expected salary. Reply to W-259, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Experienced refrigeration and maintenance man. Salary and bonus. Give experience, references, and salary expected in first letter. Write W-208, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Capable experienced meat man to supervise and buy for meat departments for a chain of 8 super markets in the east. Must be top man, otherwise do not answer. W-227, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N. Y.

EXECUTIVE FOREMAN: Wanted for hog killing and cutting department. Plant in Philadelphia area. Present working foreman also considered. Excellent opportunity for right man. Give age, experience and reference. W-113, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Thoroughly experienced all-round cattle and calf buyer by large independent Texas packer. State experience, references and salary expected. W-230, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

CURING CELLAR FOREMAN: Thoroughly experienced. Must be able to handle all departmental operations. Write for details. W-186, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Experienced pork cut and kill butchers, steady work and good pay. Modern, growing plant in Northeastern Ohio. W-273, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Experienced man to cure and pickle corned beef and tongues. Kindly state qualification. W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

POSITION WANTED

MANAGERIAL or OPERATIONS: Fully qualified to supervise all operations. Also heavy accounting background, and both city and country sales. Any size plant, but must be progressive, stressing quality products. W-249, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMAN: Age 28, married. Sold casings and equipment throughout eastern Penn., New Jersey, New York and lower New England. W-252, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N. Y.

POSITION WANTED

SAUSAGE EXPERT

Up-to-date, with 45 years' practical and theoretical experience in the manufacture of a complete line of quality sausage, when necessary using own formulas of piquant seasoning, also hams, picnic rosettes for smoking, canning, tenderized, boiling and roasting. Artificial color on all kinds of sausage not necessary. Put in new items and a real good system to make uniform quality product all year around at a minimum cost price. Straighten out any sausage trouble in a short stay, placing men where best qualified. I travel to small, medium and large packing plants, winter months throughout Florida. Best recommendations on hand. Write and you will hear from me. W-247, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

EXECUTIVE ASSISTANT: Knowledge of packing house manufacturing, costs, shipping, receiving, credits, and selling, wishes to improve position. Well acquainted with B.A.I. regulations. Age 34. Married. Would prefer New York metropolitan area or New Jersey. W-263, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N. Y.

OFFICE MANAGER: Accountant, cost, systems, financial reports, taxes, credit and personnel for hotel and restaurant meat purveyor. 15 years' accounting, supervision, traveling auditor, references. 3 years' full time taxes. Excellent character references. W-264, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

COLLEGE MAN: Age 25, 14 years' supervisory experience, large independent packers. Knowledge of all plant operations. Desirous of changing field to sales of meat or allied field. Capable talker, pleasant personality, 1950 model car, will travel. W-265, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALES MANAGER: Aggressive intelligent man, age 44, background of 20 years in packing house sales, can handle men, increase sales and profits, and prove asset to business. Prefer South, but will move anywhere. W-262, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WORKING SAUSAGE WORKMAN: 30 years' experience. Loves and smoked meats. Fully qualified to take full charge. Excellent references. Sober, conscientious worker, good manager. Can figure costs and yields. W-266, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

EXPERIENCED SUPERINTENDENT and sausage foreman, really knows meat packing. Can handle help and make full line of sausage, specialties and smoked meats. Excellent references. W-268, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

HOG BUYER: Thoroughly experienced, with some experience buying cattle and calves, desires connection with Texas or Oklahoma packer. Employed in similar position now, 49 years old. 30 years' experience in packinghouse operations and buying. W-269, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PROVEN SALESMAN and sales manager, age 38, would welcome tough assignments with aggressive independent packer. Prefer south. Can give excellent references. Available Sept. 15th. W-250, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SAUSAGE MAKER: 16 years' experience, 10 years as supervisor. Sober. Can figure costs and handle help. Prefer B.A.I. inspected house. W-251, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SAUSAGE SUPERVISOR: 20 years' experience, 38 years of age. Wide experience and best references. Salary must be high but can produce results. Fairly large operation preferred. W-267, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

ACCOUNTANT: 22 years' packing house experience, cost, reports, taxes. Age 44. College education. Wish to take charge of your accounting. W-260, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

BEEF BONER: Pork cut butcher, 15 years' experience. Prefer west of Mississippi river. Age 35, married. W-253, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.



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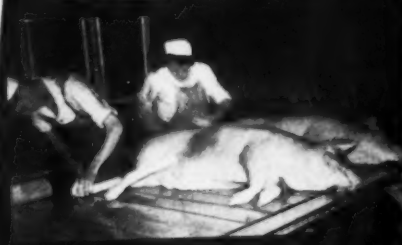
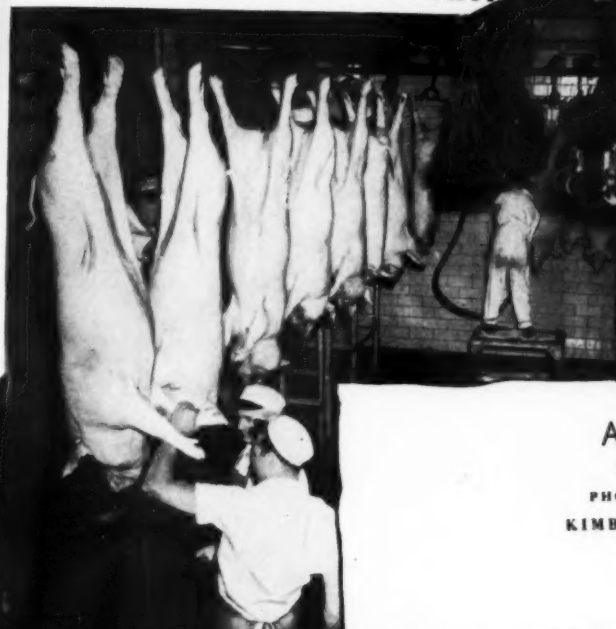
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May 25, 1950

The Allbright-Nell Company
5323 S. Western Blvd.
Chicago, Illinois

Attention: Mr. Norman Allbright

Dear Mr. Allbright:

We wanted to enclose a little note with the check in final payment of our slaughtering equipment. From the time we began thinking about this improvement three or four years ago till now when it is in operation and paid for, we have nothing but praise and thanks for your company, Mr. Bright, Dr. Lundell and yourself. We realize the time and work your Mr. Bright and Dr. Lundell spent on the plans, and Mr. Bright's "follow through" to see that everything worked to perfection.

We have actually cut our killing labor costs more than in half, and we take pride in knowing that we have the best equipment that money can buy. At first it seemed like a lot of money but after using the equipment and learning something about its construction we feel it was worth all it cost.

Thanks again for a good job well done.

Very truly yours,

Paul Roberts
Paul Roberts

A. C. Roberts

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